

GRAIN DEALERS' JOURNAL

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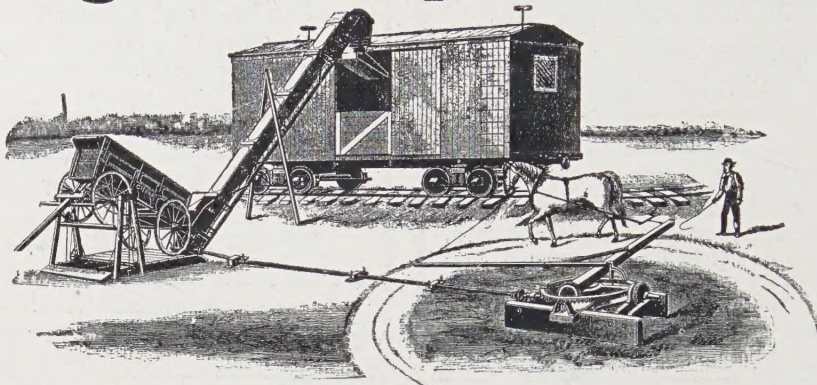
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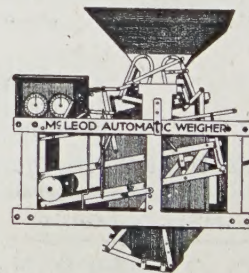
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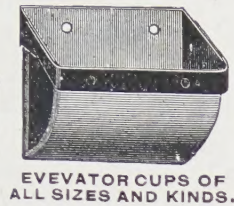
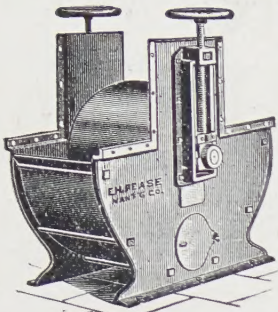
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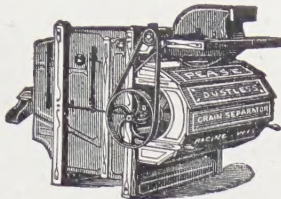
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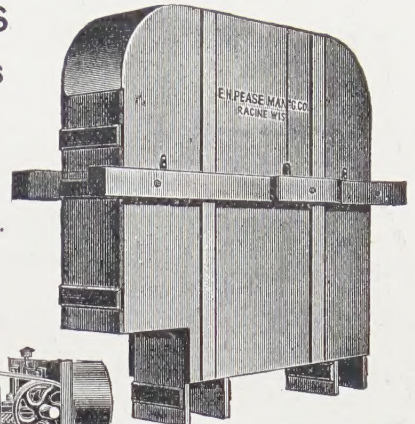


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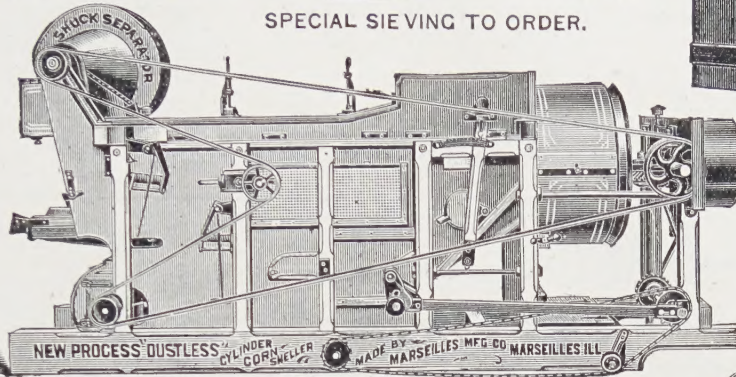
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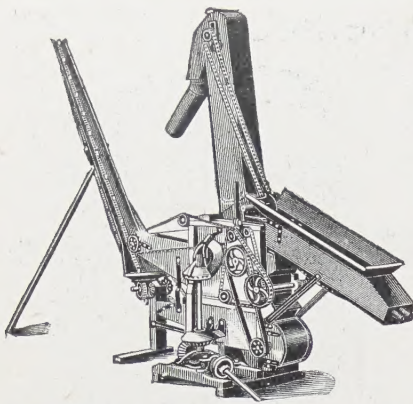
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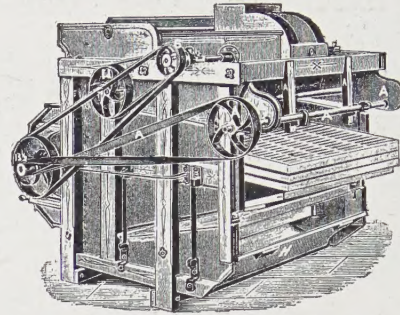
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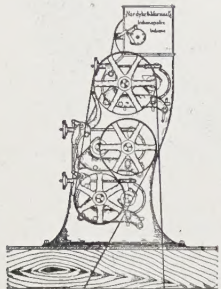
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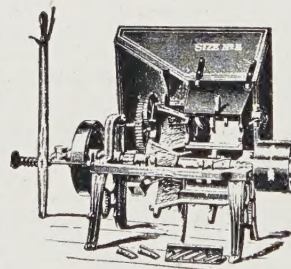
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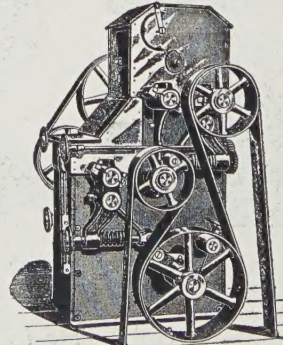
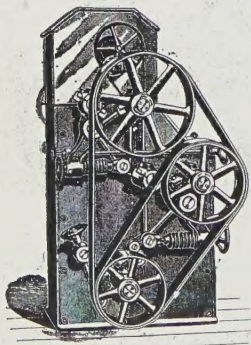
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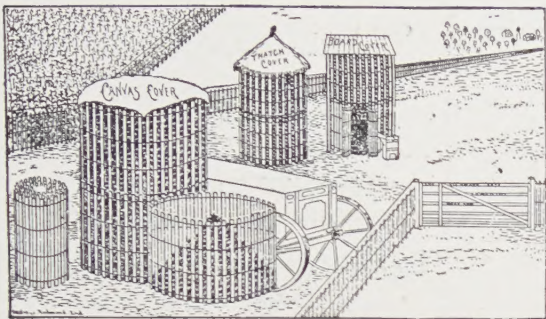
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By its use merchants attain simplicity, economy and secrecy in sending messages. Every word is identified by a single code word. The saving effected in sending a single message often amounts to more than the cost of the code. The secrecy of messages between two persons can be made absolute, even though any other person may have access to telegram and Code.

A rubber stamp bearing words "A B. C. Code Used" given with each copy. Price, per copy, \$5.

For Sale by GRAIN DEALERS COMPANY
10 Pacific Ave., Chicago, Ill.

Clark's Record The Champion Car Loader

OF CARS SHIPPED.

Is adapted for the use of country grain shippers, to keep a record of all cars of grain shipped. This book is 9 1/2 x 12 inches and has space for 2500 cars. The leaves are made of ledger paper, ruled for date sold, date shipped, car number, initials, to whom sold, destination, grain, grade sold, their inspection, discount, amount freight, our weight, bushels, destination bushels, over, short, price, amount freight, other charges and remarks. It is well bound in strong board covers, with leather tack and corners. Price \$1.50.

GRAIN DEALERS COMPANY
10 Pacific Ave., Chicago, Ill.

Clark's Record for Wagon Loads Received

Is for the use of country grain dealers. It is 9 1/2 x 12 inches, contains 160 pages and has room for records of 3000 loads. It is ruled for date, name, kind, gross and tare, net pounds, bushels, pounds, cents, dollars, cents and remarks. This book is printed on strong white ledger paper and bound in board covers, with leather back and corners.

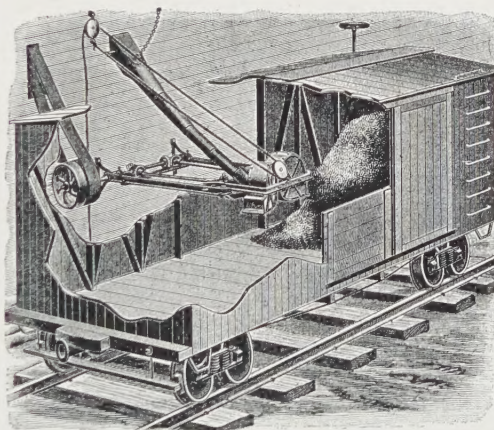
Price \$1.50.

For Sale by

GRAIN DEALERS COMPANY,

10 Pacific Avenue,

Chicago, Ill.



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

E. H. REYNOLDS,
STERLING, ILL.

Machines, Supplies and Businesses

Cannot be placed before the grain dealers and elevator men of the country without advertising. Personal solicitation is so expensive as to preclude its extensive use. Circulars are so cheap they fall in the waste basket unopened.

The only effective method within reasonable cost is to place an advertisement in the Grain Dealers Journal. Every copy goes to a live grain man and keeps its advertisements before him night and day. Try it.

Table of Legal Weights.

THIS TABLE shows the legal weights in pounds per bushel of grain and grain products, etc., as provided for by law. This book is well bound in a strong cloth cover. Price 50 cts.

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GRAIN DEALERS COMPANY,

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THE ALBERT DICKINSON CO.

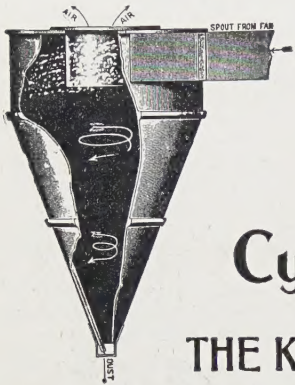
DEALERS IN

GRASS SEEDS, CLOVERS, BUCKWHEAT,
BEANS, PEAS, BIRD SEED, POP CORN,
GRAIN BAGS, ETC.

OFFICES, WEST TAYLOR ST., AND THE RIVER, CHICAGO.

ELEVATOR BUILDERS.

YOUNGLOVE, BOGGESS & CO.
CONTRACTORS, DESIGNERS & BUILDERS OF ELEVATORS
 WRITE US FOR IDEAS AND ESTIMATES.
MASON CITY, IOWA.



**Reduce
 Cost of POWER
 INSURANCE**

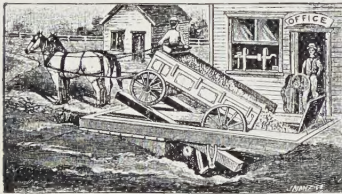
As well as danger to employees by
 equipping your elevator with

Cyclone Dust Collectors

MADE BY

THE KNICKERBOCKER CO. Jackson, Mich.

TO ELEVATOR CONTRACTORS



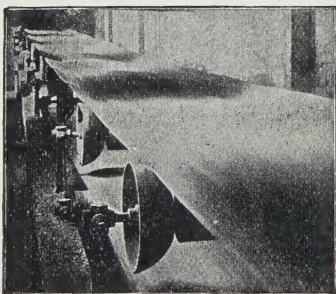
WE WILL SAVE YOU MONEY.

**BUY THE MOST ACCURATE
 DUMP SCALE MADE.**

Write for prices on anything in the scale line.

**N. B. GASTON & SONS,
 BELOIT, WIS.**

GRAIN ELEVATOR MACHINERY.



GRAIN CONVEYOR.

Grain Trippers, Car Pullers, Spouting,
 Belt Conveyors, Wagon Dumps, Shafting,
 Pulleys, Gearing, Friction Clutches,
 Rope Sheaves, Link Belting,
 Sprocket Wheels, etc.

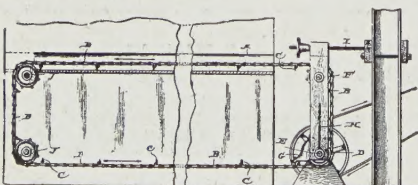
Send for Catalogue No. 25.

LINK-BELT MACHINERY CO.,

Engineers, Founders, Machinists,
CHICAGO, U. S. A.

THE RICHNER CHAIN GRAIN FEEDER

is the most convenient, economical and practical grain feeder for conveying grain from dumps, to feed shellers or elevators.



Elevator and Mill Supplies of all kinds.
 Address A. H. RICHNER, Crawfordsville, Ind.

GRAIN ELEVATOR MACHINERY.

SEND FOR CATALOGUE No. 40.

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GENERAL OFFICE AND FACTORY,
 LEAVENWORTH, KANS.

WAREHOUSE AND SALESROOM,
 KANSAS CITY, MO.

C. M. Seckner Engineering Co.

Designers and Builders of

Grain Elevators.

Contracts taken for all kinds of Heavy Work.
 Estimates furnished if desired.

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HONSTAIN BROS.

Contractors and Builders of

GRAIN ELEVATORS

313 Third Street, South,
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Elevator Contractor and Furnisher
BEST FRICTION CLUTCH MADE.

Send for circulars. I sell all kinds of machinery.
 Correspondence Solicited. Elevator
 plans furnished.

H. KURTZ & SON,

SAC CITY, IOWA.

Flakers of the INCLINE ELEVATOR and DUMP.
 Patented, is the best and cheapest ear corn and
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GRAIN DEALERS, FARMERS AND FEEDERS.
 Plants solve the problem of cribbing ear corn,
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**Grain
 Elevator
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ENGINES
 BOILERS
 AND
 SUPPLIES

Write for Estimates.

**DES MOINES MFG. &
 SUPPLY CO., 101 E. Court Av.
 DES MOINES, IA.**

CLEANING MACHINERY,
 CORN SHELLERS AND CLEANERS,
 TRIPPERS, CAR PULLERS,
 BELT CONVEYORS,
 POWER GRAIN SHOVELS,

ELEVATOR SUPPLIES.

BELTING, BUCKETS,
 HEADS AND BOOTS,
 CONVEYOR, SCALES, Etc.

ELEVATOR BUILDERS.

E. LEE HEIDENREICH,

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MONIER CEMENT TANKS
A SPECIALTY.

MACDONALD ENGINEERING CO.

Designers and Builders of
Grain Elevators,

Monadnock Building. CHICAGO, ILL.

IF YOU INTEND TO BUILD A GRAIN ELEVATOR

You will profit by examining my plans of conveniently arranged houses. I study to economize space, labor and power. Complete elevators of any capacity built under one contract.

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GRAIN ELEVATORS a Specialty.

Plans, Specifications and Estimates furnished on short notice for complete power plants of all descriptions. Correspondence solicited.

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RELIANCE M'F'G. CO.

Manufacturers of the Reliance Grain Cleaners.

DESIGNERS AND BUILDERS OF

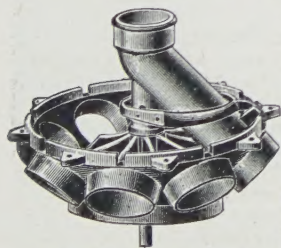
Grain Elevators,

Complete Equipments for Elevators and Mills.

1521, 1523 Bates St., Indianapolis, Ind.

The Paramount Issue with the Elevator Owner is will he make or lose money by his grain purchases? If he mixes good wheat after buying it, with inferior grains, he certainly loses money to that extent. And every user of a Turn Spout mixes grain.

Hall's Grain Distributor
AND OVERFLOW SIGNAL.



Patented April 17, 1900.

Especially adapted to handling Flax.

Send for booklet to **Hall Distributor Co.,**
222 First National Bank Bldg., OMAHA, NEB.

*Absolutely
Prevents...*

Mixing grain during process of distribution between turn spout and bins.

Automatically
Notifies Oper-
ator when Bin
is full.

GEO. M. MOULTON & Co.

BUILDERS

ARCHITECTS AND ENGINEERS

GRAIN ELEVATOR CONSTRUCTION

FISHER BUILDING

CHICAGO

John S. Metcalf Co.

ELEVATOR
BUILDERS,

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Plans and Specifications a specialty. CHICAGO.

THE BARNETT & RECORD CO.

MINNEAPOLIS, MINN.

...Contractors and Builders of...

Grain Elevators

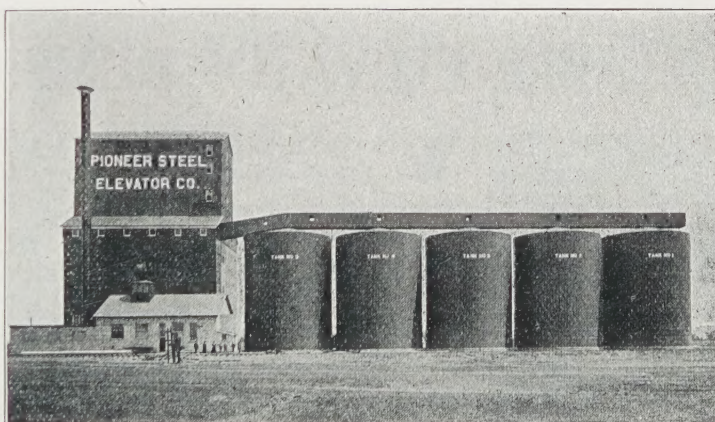
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MANUFACTURERS AND BUILDERS OF

STEEL STORAGE TANKS

...AND...

Steel Elevators



We
Build

Storage

For
Any
Commodity
Of
Any
Capacity

GENERAL OFFICES,

303 Dearborn Street,

CHICAGO.

LIVE STOCK DEALERS

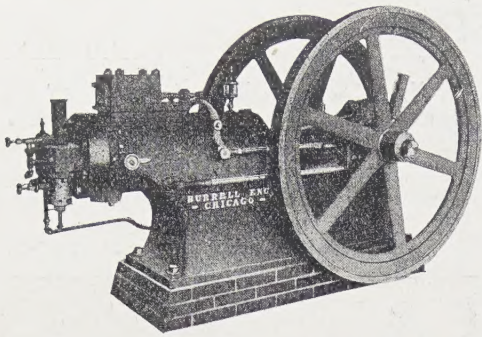
Consign Your Stock and Address Your
Correspondence to

ROSENBAUM BROTHERS & CO.

Union Stock Yards.....CHICAGO.

KANSAS CITY.

OMAHA



SEND FOR OUR NO. 2 CATALOG.

SKILLIN & RICHARDS MFG. CO.,

241-245 S. JEFFERSON ST.
CHICAGO, ILL.

MANUFACTURERS OF **Grain Elevator Machinery**
OF THE MOST APPROVED KIND.

Rope Transmission.

Link Belting.

Sprocket Wheels.

Pulleys, Hangers, Etc.

Salem Elevator Buckets.

Steel Plate Friction Clutches.

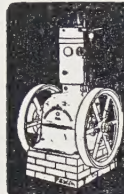
Rubber, Leather and Cotton Belting.

Spiral and Belt Conveyors.

Elevator Bolts and Washers.

Makers of the **BURRELL ENGINES** for Gas and Gasoline.

POPULAR, RELIABLE AND GOOD.



Stationary
Portable
Pumping

BEST THAT

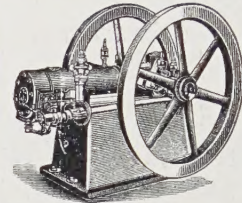
Our catalog will interest you, because it describes and illustrates all that is best and most modern in gas engines.

MONARCH GAS ENGINE CO., 3512 E. N. Y. St., Indianapolis, Ind.

GAS AND GASOLINE ENGINES
1½ to 50 H. P.

We guarantee and can prove IT.

THE MONARCH GAS ENGINE CO.



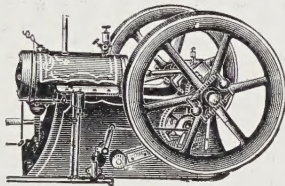
THE BROWN GASOLINE ENGINES

are simple, reliable, and economical. For full information, address,

Brown Gas Engine Co.
COLUMBUS, OHIO.

Iowa's Adopted Flower—THE WILD ROSE.

Iowa's Best Engine—The "Waterloo"

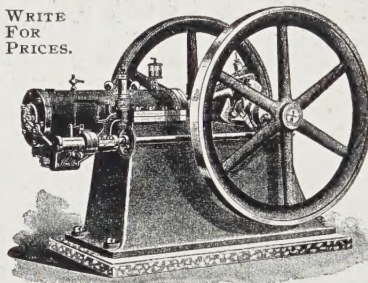


Power for every class of work. Write for catalog, prices and terms.

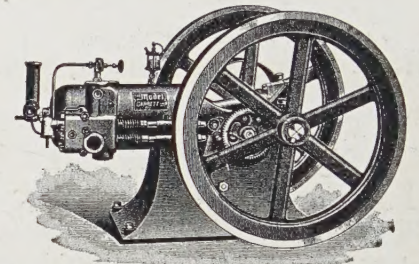
The Waterloo Gasoline Engine Co.
Box 56. Waterloo, Iowa.

The **Columbia** GAS and GASOLINE ENGINES.

WRITE FOR PRICES.



E. L. GATES MFG. CO.,
66-70 So. Canal St., CHICAGO, ILL.

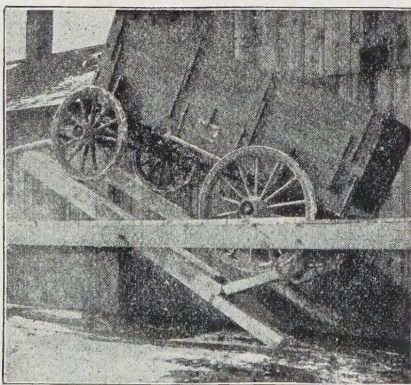


The Model Gas & Gasoline Engine

It always pays to buy the best, the simplest, and the one that costs the least to operate and keep in repair.

Write us for guarantee and compare with others. **Garrett Gas Engine Co.**
GARRETT, IND.

THE ADJUSTABLE ELEVATOR DUMP.



LOW WHEEL WAGON OR DUMP.

WE claim superiority over all other dumps in giving all wagons enough pitch so that grain will leave the bed freely and in letting them down in the dump easy. They occupy less space and can be placed on all sill dumps now in use without changing trip or pins the sills are hung with. To responsible firms they will be sent on 30 day's time, with freight prepaid. Write us for descriptive circular and price list.

Sims Bros., Paris, Ill.

GENTLEMEN: I have had one of your wagon dumps in my elevator for about 30 days; I have four dumps in elevator. Put your patent on the hardest working dump that we had, and must say that it works to perfection. It is easy on the wagon as it goes down and is easy to pull out. Before putting in patent dump the farmers would always say don't put me on that hard dump. Now they say let me dump on the patent dump. It is a great favorite with the man that does the dumping. Would highly recommend it to all elevator men. It gives wagons more pitch so that grain runs out easier, and is a first-class dump in all respects.

Yours truly,

H. A. CLEVINGER.

Bondville, Ill., July 3, 1900.

SIMS BROS., MANUFACTURERS AND PATENTEES, **PARIS, ILL.**

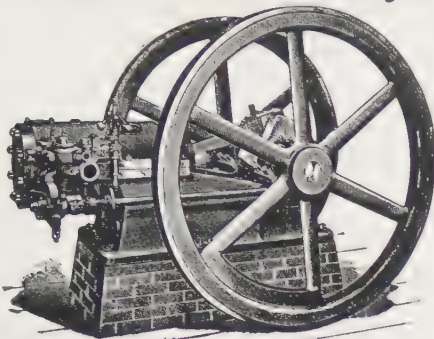
**A BOOK OF
SPROCKET CHAIN
APPLIANCES
WEBSTER MFG. CO.**

Our book of Sprocket Chain Appliances, also our book of Power Transmitting Appliances, are full of valuable information for all who are interested in either of these lines. We will take pleasure in mailing them on application. Have you received our March 1st Price Current?

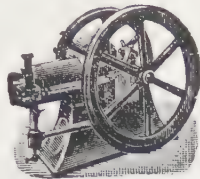
WEBSTER MFG. CO.

1075 W. Fifteenth Street, CHICAGO, ILL.
38 Dey St., NEW YORK CITY.

The "New Era" Gas and Gasoline Engines.



If interested write for particulars to
THE NEW ERA IRON WORKS CO.,
No. 86 Dale Ave. DAYTON, OHIO.



Just the Thing for Grain Trade

No intricate parts to get out of order and all vital parts are enclosed in a housing and run in an oil bath.

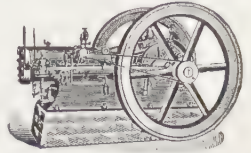
Get Our New Catalogue and Prices.

Weber Gas & Gasoline Engine Co., 1531 Monadnock Block,
CHICAGO, ILL.
Main Office and Factory, KANSAS CITY, MO.
P. O. Box 1114-B.

FOOS GAS and GASOLINE ENGINES.

Adapted for Elevators, Mills, Factories, Pumping, Farms and ALL Power Purposes. Largest exclusive Gas Engine Factory in America. Engines in stock for quick delivery in all principal cities. Full particulars on application. Write for catalogue 11.

FOOS GAS ENGINE CO., Lock Box 155, SPRINGFIELD, O.



BARGAINS.

Guaranteed Second-hand Engines

One each, 1, 2, 5, 7, 8, 10 horse-power.

Four, 20 horse-power. Two each, 50 and 60 h. p.

Write for prices.

GENERAL GAS ENGINE CO.,
43 W. Washington Street, CHICAGO.

LENNOX GAS ENGINE



MFG. BY LENNOX MACH. CO.
MARSHALLTOWN, IA.
WRITE FOR CATALOGUE

of Elevator Engines.

THE GAS AND GASOLINE ENGINE AND ITS AGE....

BY NORMAN & HUBBARD.

Is a practical hand book of questions and answers; a reference book for users and those contemplating the purchase of a gas or gasoline engine. It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines. Besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.

For Sale by

GRAIN DEALERS COMPANY,
10 Pacific Avenue, CHICAGO.

H. C. Clark, Colfax, Ind.: It is not necessary to continue the advertisement of the burr mill, as I sold it immediately after the first notice in the JOURNAL; and have received several letters since inquiring about it.

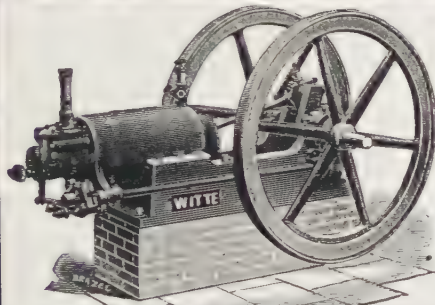
GRAIN ELEVATOR ENGINES

Must be reliable or they are N. G.

If you can afford to try an experiment, all right, but if not, then drop us a line. It only costs 2c to get Catalog I.

Witte Iron Works Co.

513 W. 5th, KANSAS CITY, MO.



ORIGINAL LEWIS Gasoline Engines.

GOLD MEDAL,
WORLD'S FAIR, 1893.

TWO GOLD MEDALS,
OMAHA EXPOSITION, 1899.

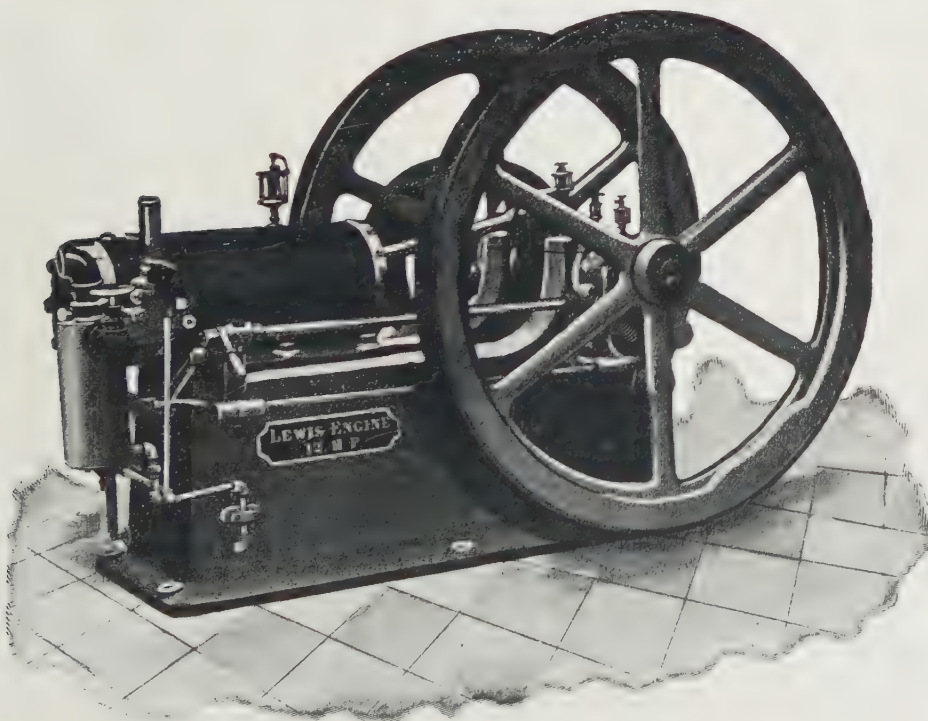
MOST POPULAR AND
RELIABLE FOR

Grain Elevators,
Water Works,
Electric Plants.

VOLUME GOVERNOR.
DOUBLE EXHAUST.

AIR ADJUSTMENT TO
REGULATE MIXTURE.

J. Thompson & Sons
Mfg. Co. BELOIT, WIS.



GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

GRAIN, coal and lumber business for sale. Address Box 27, Burchinal, Ia.

FARM, elevator, storeroom and stock goods for sale. J. C. Spahr, Clare, O.

GOOD 40,000-bu. elevator in N. W. Ia; cheap. E. C. Cowles, Storm Lake, Ia.

ELEVATOR and live stock business for sale in western Iowa. Box 5, Halbur, Ia.

ELEVATOR with flour and coal business for sale cheap. William Southall & Sons, Irwin, Ia.

MISSOURI elevator at Sedalia for sale; 50,000 bu. Machinery for wheat and corn. C. J., box 8, care Grain Dealers Journal, Chicago.

CHICAGO ELEVATOR on south side, for sale at a sacrifice; 300,000 bu. capacity. Address A. A. McClanahan, 211-218 La Salle St., Chicago.

IOWA elevator on Ill. Cent. R. R., 55,000 bu., modern in every respect; for sale at a bargain. S. W. I., box 6, Grain Dealers Journal, Chicago, Ill.

ELEVATOR and mill for sale, located at Urbana, Ill. Only mill in Champaign Co. V. M. Smith, Herman, Minn.

WISCONSIN elevator, with first-class equipment, for sale cheap; on N. W. R. R., 40 mi. from Milwaukee. Address Geo. H. Crowns, Port Washington, Wis.

GRAIN business for sale at two points, handling 350 cars last year, without opposition. One dump, 2,000 bu. capacity; one elevator, 6,000 bu capacity. S. E., box 7, care Grain Dealers' Journal, 10 Pacific-av., Chicago, Ill.

THE Bishop Elevator in Winchester, Ind., can be bot for \$3,500 cash; has always been a money-maker; is in excellent condition and ready to operate; large corn crop now ready to market. For sale because of death of owner. Address the executor, John R. Engle, Winchester, Ind.

TWO elevators doing good business for sale on reasonable terms. Hardware and implement business in connection with one elevator and dwelling house and lots with other. Will sell together or separately. First class reason for selling. Could fit out if desired a line of these houses with good central location, telephone connection, etc. J. R. Martin, Sullivan, Ill.

SCALES FOR SALE.

FAIRBANKS track scale for sale, 60-ton, 34-ft., good as new; price, \$250. A. K. Knapp, Minooka, Ill.

WAGON scale for sale, 4-ton, full capacity beam and fine office fittings. E. E. Hollister Co., Quincy, Ill.

FEW 2nd hand hopper, wagon & R. R. track scales for sale, Fairbanks pattern. U. S. Scale Works, Terre Haute, Ind.

ELEVATORS WANTED.

CENTRAL NEBRASKA elevator wanted for cash, 10,000 to 20,000 bu. Address P. J., box 8, care Grain Dealers Journal, 10 Pacific av., Chicago, Ill.

CENTRAL IOWA elevator wanted to buy. Address W. F., Box 8, care Grain Dealers Journal, 10 Pacific-av., Chicago.

GOOD ELEVATOR wanted in Illinois; one that does a good business in the corn belt. Address A. Y. Munson & Sons, Wyckles, Ill.

WANTED, to lease with privilege of buying, a grain elevator in good location, Iowa or Minnesota. Give full particulars by mail. Address G., Box 5, care Grain Dealers' Journal, 10 Pacific-av., Chicago, Ill.

MACHINES FOR SALE.

SHUCK-SELLER, 4-hole Marseilles, for sale cheap; nearly new. A. Moseley, Quanah, Tex.

OAT CLIPPER for sale, standard make, good condition, cheap. D. P., Box 8, care Grain Dealers Journal.

EUREKA oat clipper, 800 to 1,000 bu. Condition perfect; displaced by larger machine same make. Address X. X., Grain Dealers Journal.

OAT CLIPPERS, secondhand, for sale at a bargain: two No. 5 "Eureka." Address R. B., box 7, care Grain Dealers Journal, 10 Pacific av., Chicago.

CORN sheller and cleaner combined, No. 1 Victor; one No. 4 1-2 Scientific Grinding Mill; two 20-in. Kaestner Portable Mills, for sale. The E. E. Hollister Co., Quincy, Ill.

TWO NEW WELLS Warehouse Fanning Mills, and 1 new No. 6 Excelsior Dustless Grain Separator and Grader, for sale cheap. No better machinery of their class in the market. For particulars address C. H. Adams, Marseilles, Ill.

STAND of elevators complete, including cast iron adjustable boot; 112 ft. 13 in. of 4-ply ex stand rubber belt; 6 x 12 buckets every 16 in.; 42-in. cast iron head pulley; 2 3-16 x 4 ft. shaft, two boxes; turnhead; used about one year; replaced with larger outfit and will sell cheap. Derrough & Rising, Mahomet, Ill.

ROLLER FEED MILLS, GASOLINE AND STEAM ENGINES, new and second hand, of best makes at prices that are right. All styles and sizes. Boilers, shafting, pulleys, belting and flour mill and elevator machinery and furnishings at cut price. We corrugate rolls on best machines at large discount. Write us your wants. Jackson Manfg. Co., Minneapolis, Minn.

MILLS FOR SALE.

CEREAL MILL for sale, near Chicago, on three railroads, equipped with modern machinery for oatmeal, wheat flour and flakes, breakfast foods. Capacity, 150 bbls. daily. Address Siegel, Cooper & Co., Chicago, Ill.

GRAIN FOR SALE AND WANTED.

IF YOU do not find what you want advertise for it here.

BUCKWHEAT wanted; also rye and soft wheat. H. H. Emminga, Golden, Ill.

CHOICE lots of seed or grain can be sold at premium by advertising here. Try it.

SEEDS OR GRAIN of special grade or variety can be obtained by advertising your want here.

SOFT SPRING WHEAT for sale. Write for samples. Denver Elevator Co., Denver, Colo.

SEED RYE for sale, put up in bags in small lots at 65c f. o. b. Toledo, Ohio; bags extra. J. F. Zahm & Co.

LOW grades of soft winter wheat wanted. Sample with price New York, H. C. Schwall, Park bldg., Pittsburg, Pa.

WANTED.

ROLLER FLOUR MILL wanted, combined with good retail grain and feed business, on R. R. and doing large business. Want good substantial buildings with some capacity for storing grain. Must be well located and in good order. Address Box 105, Hamden, Conn.

HELP WANTED.

MAN wanted, experienced, to work in elevator; must be capable of running gasoline engines, and understand them thoroughly; prefer married man. Address D. E. W., 1140 North Prairie st., Galesburg, Ill.

ELEVATOR SITES.

LOCATIONS FOR ELEVATORS

in Illinois, Iowa and
Minnesota on the line of the

Chicago Great Western Ry.

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,
Industrial Agt., C. G. W. Ry.
604 Endicott Bldg.
St. Paul, Minn.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

VERTICAL engine of 10 h. p. for sale. Lake St. Mfg. Co., 156 Lake, Chicago.

BOILER for sale, 26 ft. x 4 ft., 4 8-in. and 2 12-in. flues; f. o. b. Wabash R. R. J. F. Deck, Attica, Ind.

A GOOD second-hand, 13-ft. by 48-inch boiler; a bargain. Write the Algona Milling Co., Algona, Iowa.

TEN and 20-h. Otto Gasoline, cheap; good condition. New engines, 1 to 100-h. Detweiler, 321 Dearborn-st., Chicago.

10-h. p. vertical submerged flue boiler, almost new, cheap. Grand Crossing Boiler Wks., 7424-6 So. Chicago av., Chicago.

BARGAINS in second-hand gas and gasoline engines. General Gas Engine Co., 43 West Washington st., Chicago.

GAS and Gasoline Engines, 2 to 25-h. p. For particulars address The Carl Anderson Co., Jefferson and Fulton-sts., Chicago.

ENGINE, Erie, 40-h.p.; boiler, 50-h.p.; both good order; also complete machinery for brick and tile, to sell or trade. I. H. Holdridge, Gridley, Ill.

GASOLINE ENGINES, \$60 up. Boilers and engines, 3 to 50-h. p. Prices right. Our new ear corn, grain and coal elevator, \$25. The Bicknell Hardware Co., Janesville, Wis.

SITUATION WANTED.

YOUNG MAN will take charge of country station. Experience box 8, care Grain Dealers Journal, Chicago.

POSITION wanted as buyer or solicitor by young man of experience. B. H., box 8, Grain Dealers Journal, Chicago.

POSITION, by man well experienced in grain and lumber trades. J. A. Williams, 607 Martin-st., Danville, Ill.

POSITION wanted as elevator manager and grain buyer; 12 years experience; married; 33 years old. Good references. H. E. Wright, Hardin, O.

POSITION wanted as helper in elevator, Iowa preferred. Would like to learn the grain buyer's business. Moderate wages. State work required and wages. C. F. Peterson, Scranton, Iowa.

POSITION wanted with elevator company, to take charge of line of houses or of good station; fifteen years experience in grain trade, and thoroly understand the business and management of elevators and machinery. Can give A1 references in abundance. Address Box 239, Covington, Ind.

ENGINES WANTED.

BEST prices paid for 2nd hand gas and gasoline engines. General Gas Engine Co., 43 W. Washington St., Chicago.

GASOLINE ENGINES wanted, or will exchange. All makes and sizes. McDonald, 36 W. Randolph, Chicago.

MACHINES WANTED.

TREAD power wanted, 1 to 3 h. p., second hand in first class order. Address Star Elevator, Elwell, Ia.

EAR CORN elevator wanted, to handle 500 bu. per hour 30 ft. high; chain drive sprocket driven from countershaft 100 rev. E. D. Russell, Defiance, O.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

SCREW conveyor, elevator boots and belting, and Cyclone Dust Collector for sale. Write for catalog No. 326. The Chicago House Wrecking Co., W. 35th and Iron-sts., Chicago, Ill.

MACHINES WANTED.—If you want good second-hand machines or machinery, make your want known in this department. Others have done so and secured good machines at a low price. You can do as well.

BARLEY GERMINATOR for sale. Do not guess at the quality of barley or depend on the buyer. Get a germinator, grow a sample and determine with exactness its true value. Price, \$5, to points in the United States. Address Germinator, care Grain Dealers Journal, Chicago.

Clark's Grain Book

Is a Record and Memorandum Book for the use of Country Dealers.

It is 9½ x 12 inches, contains 400 pages of heavy manilla paper, bound with board covers, leather back and corners. Each page is ruled into 12 uniform sized squares. Each square is used to keep a record of each load of grain, there being room enough to write the farmers name, kind of grain, gross, tare and net weights and to figure how much it comes to at the ruling market price.

Price \$1.50.

For Sale by

Grain Dealers Company,
10 Pacific Avenue, Chicago, Ill.

Robinson's Telegraphic Cipher Code (Revised)

is more extensively used by
GRAIN and PROVISION DEALERS
and MILLERS

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised recently and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained, including Quotations, Railroads, Grades of Grain, Mill Feed, Hay, phrases to meet the present demands of the trade; Bids, Acceptances, Billing, Shipping Instructions, etc. Get the latest edition; by using it your messages will be understood, you will save time and expense.

Price unchanged. Bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Address

GRAIN DEALERS COMPANY,
10 Pacific Ave. CHICAGO, ILL.

WANTED.

If you want to buy or lease a grain elevator or warehouse, wish to buy a grain business or an interest, want a partner, help, or a second-hand machine, want a position or anything else connected with the grain trade, advertise in the "Wanted" column of the GRAIN DEALERS JOURNAL. It is read by thousands of persons connected with the grain trade, many of whom may be able to supply your want; they can not attempt to supply your want unless you let them know of it. Try an ad. in the GRAIN DEALERS JOURNAL; it is published on the 10th and 25th of each month for \$1.00 a year by

GRAIN DEALERS COMPANY,

10 Pacific Ave., CHICAGO, ILL.

GRAIN
DEALERS JOURNAL

10 PACIFIC AVE., CHICAGO, ILL.

190...

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Dollar for which please send the Grain
Dealers Journal on the 10th and 25th of
each month for one year to

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We sell to everyone at the same price, strictly whole-sale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

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last longer, and the expense for repairs is less than any other shellers. Many grain dealers are now using Champion Shellers put in 25 years ago. Write for descriptive circular.

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Established 1851.

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USE THE
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Made of Soft Rubber
Durable, light and easy to wear. Air inhaled through a thin wet sponge, and exhaled through an automatic valve. Price, \$2. each; \$20. Per Dozen.

Morley Respirator Company, Saginaw, Mich.

Hamilton Rubber Mfg. Co.

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I hereby give notice that I own and control the rights covered by Certificate of Patent No. 592,691, for purifying, bleaching and drying oats. I wish to advise the public that I will prosecute any person or persons using this process unlawfully; and that I will also fully prosecute any person who is infringing in any way upon the process covered under patent number above designated.

I will reward any person who will notify me of any such process being used without my knowledge or consent. Address all communications to

E. F. CAZALET,

Care of McCray, Morrison & Co.,
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ASBESTINE COLD WATER PAINT.

We will be pleased to give information and prices.

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416 Delaware St., Kansas City, U. S. A.

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B. B. Pumps, Windmills
And Water Supplies.
BECKMAN BROS., DES MOINES, IOWA.

Every Cent That You Put Into a Monitor Scourer Yields a Money Return.

It means money in your produce—you can always depend on perfect work, saving thereby broken grain and waste of good stock—money saved.

It means less money for repairs, because the Monitor Machines are the best that a conscientious attention to reputation can produce.

It means a long, faithful and thorough service.

You can't get a better machine, and it's odds against you that you won't get as good, anywhere.

We want an opportunity to talk to you—to show you where its good points are—what it has done—what it is doing. We want to send you some literature that will give you an opportunity to judge for yourself, and if you will write us we'll be glad to send our literature to you, or maybe send a man who knows his business, to tell you all about it.

HUNTLEY MANUFACTURING COMPANY,
Silver Creek, N. Y.

GRAIN DEALERS JOURNAL

GRAIN DEALERS COMPANY.

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK, Editor.
J. CARVER STRONG, Advertising Representative.
NORMAN H. CAMP, Attorney for the Company.

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Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., OCTOBER 25, 1900.

Have you ever bot ear corn by the cental? If so, write us about your experience and preference.

Strong, snug-fitting grain doors and well-coopered cars, are never the cause of shortages in shipments.

No appreciable increase in the exports of corn meal has been reported as the result of the government's running a corn kitchen in Paris.

Users of bleachers not bot of the patentee are courting lawsuit for infringement by ignoring the warning of patentee published in this number.

The trade is again threatened with a car famine and both Buffalo and New York seem to be experiencing trouble in handling all the grain offered.

Weevil continues to do much damage to grain in field and store, and wheat buyers are examining purchases more closely than for many seasons past.

The large grain cars meet with much disfavor from the interior buyers of Eastern states. They have not room nor capital to handle such large quantities.

The paramount issue with some grain dealers is, How can I handle all grain coming to my station and make a living? Fair consideration for competitors pays best dividends.

The shipper who has grain sold for early delivery is likely to experience some trouble in getting cars, as they are always scarce immediately prior to an advance in freight rates.

It is becoming thoroly understood that track buyers or receivers, who solicit the business of scoop shovel shippers can not expect shipments from the regular dealers. It is difficult to understand how

The sixth of November is almost at hand and the grain trusts of Kansas and Nebraska which have served as great bugaboos will disappear from the columns of the daily papers.

A passenger elevator in a grain elevator economizes the time and energies of employes and insures much work being done which would be slighted if employes were required to walk up and down many flights of long, dark stairways.

The shipper who cleans his grain and makes an honest effort to place it in prime condition before shipment was highly commended at the recent Ohio meeting. The track buyer who supplies interior trade seldom has trouble with such grain.

If you have one of those old style dumps, the product of the country carpenter, better throw it out and put in a modern up-to-date dump which is easy to operate and does not break the legs of horses. The change may pay a 50 per cent dividend any day.

The grain dealer who raises the price bid for grain during any day courts trouble with his farmer patrons by doing so. A conference between farmers who receive a low price and those who are bid the high price of the day will surely result in trouble for the buyer.

Are you taking written contracts? If not, do you expect to receive all grain contracted after the market advances? Will you bank your money on the honesty of the farmers who sell grain for future delivery? Can you afford to embarrass your business by taking such chances?

A new cause of trouble in country markets is a Chicago feed dealer, who, while posing as a commission man, goes into the country markets and buys grain as a scoopman. The associations may not yet be prepared to deal with him, but his case is not likely to go long without a remedy.

Several samples of wheat recently received from country points show a remarkable number of broken grains, due entirely to defective operation of threshing machine. The time will come when this class of grain will be discriminated against, just as much as any other defective grains.

After much agitation, the stock fire insurance companies have finally convinced themselves that they must advance the rates for insurance on grain elevators and their contents, and recently rates have been advanced in many parts of the country. Such action brings joy to the mutual companies which before, thru

their system of careful selection and inspection of this special class of risks, were carrying the same risks at one-half Board rates. It is reasonable to suppose that the demand for policies in mutual companies from grain elevator men will henceforth rapidly increase.

Ohio and Indiana dealers contracting for corn crop at a given price per bushel should not forget the state law regarding weight of a bushel of ear corn. If farmer is so disposed he can compel buyer to accept weight provided by the law. It is safer to buy by the hundred-weight, as many are doing.

Shippers who guess the weight of grain loaded into cars, can only guess on the amount of shortages at destination. With a good scale shipper can tell just what he is doing. He does not have to wait until elevator is empty to determine the amount of his loss, or, perhaps, profit on the year's business.

Dealers who attempt to fix prices to be paid for grain, if successful, should avoid placing any evidence of the transaction on paper. The best way to adjust such matters is to agree upon a margin of profit on the bid of some track buyer, and it should be thoroly understood that prices should never be raised during the day.

The appeal made at the Illinois meeting for the placing of all grain transactions upon a cash basis merits the careful consideration of every one identified with the trade. That the business will eventually be reduced to a cash basis is not doubted. The time when the change will occur must be decided by the members of the trade.

The advance sheets of consular reports issued by the Department of State contain an interesting report from Consul-General Frank H. Mason, at Berlin, on the working of German law against speculation in grain. As is well known, the law was a failure, and the grain growers were glad to have it revoked and speculation again permitted.

Elevator men of the Northwest are taking great pains to remove all flaxseed which they find mixed with other grains in small quantities. The present premium on the flax seed prompts every elevator man to handle the seed very carefully. With mustard seed it is quite different, and no objection is raised to a little being spilled into a bin of flaxseed.

The effort of some railroads to divert traffic to the channel they prefer causes much irritation to grain shippers, and occasionally bars them from a profitable market. A carrier may refuse to permit its cars to be taken from its own line, but there is no reasonable excuse for its refusing to receive grain for shipment by way of a connecting carrier. Carriers are

public servants, chartered for the transportation of freight and passengers. Both laws and court decisions would sustain shipper in a demand for the transportation of grain from one point to another. It matters not whether it be over two or twenty roads, carriers must furnish it.

Weighing at terminal markets seems to be more satisfactory to shippers than for many years past. This is due, in a measure, no doubt, to the fact that many country shippers now have facilities for determining the correct weight of grain shipped. They no longer guess on amount placed in car, but weigh it as it passes to car. The agitation has also brot about an improvement at terminals.

The grain dealer who stores grain for farmers should investigate the state laws, lest he unwittingly commit some infraction of the law which will bring him to grief. Some states, notably Kansas and Nebraska, have laws providing for the licensing and regulation of public elevators, and altho considered dead letters, they might be resurrected for the special benefit of some unposted elevator man.

The grain receiving ports of Great Britain are very slow to adopt mechanical methods for handling and improving grain imported. The demand, however, for modern facilities seems to meet with favor from some of the dock officials, hence all will be pushed to advance one hundred years soon. Their nineteenth century methods of handling grain with derrick and truck must make way for American methods.

The elevator man who has a house large enough to give employment to several men, generally has enough exhaust steam to enable him to heat a room on the working and scale floors without much expense and without increasing the fire hazard or cost of insurance. He will surely increase the working capacity of his employees, altho it may encourage them to spend more time in the warm rooms than at work.

The Standard Oil Company has not announced a reduction in gasoline recently, but it has paid \$38,000,000 in dividends so far this year and is expected to declare another dividend of \$12,000,000 soon. These large dividends are sufficient evidence that the present price of gasoline has nothing whatever to do with the cost of production. The only thing guiding the company in doubling the price is an avaricious greed for the people's money.

Owosso, Mich., has a law which requires out of town plumbers to procure a license before they can collect money for work done within the city limits. It is designed to protect not only the local plumbers, but also to protect the people from persons not competent to do the work. Like licenses issued to architects

and engineers, who desire to follow their profession in large cities as well as peddlers, cab drivers and others, which are measures for public safety, so too, is the license fee ordinance drafted in the interest of the members of the Grain Dealers National Association. This ordinance, which has been put in force in several country towns, provides for the payment of a fee by all transient shippers who strive to conduct a scoop shovel business.

The dealers of Illinois, Indiana and Ohio, who find themselves about to receive a corn crop greatly in excess of their handling and cribbing capacity, will find it to their advantage to investigate the merits of the portable cribs, which can be installed at small cost and after being emptied, can be rolled up and stored until another large crop has to be handled. The building of permanent cribs would involve an investment not justified by the business which many have in prospect this season.

Track sellers who insist on being wired for instructions regarding the disposition of any grain missing grade, are not "robbed by discounts." Track buyers have bid for grain, with the expectation of receiving some off-grade stuff at a much lower price, and some of them say that such expectation warrants them in bidding a higher price for the grade stipulated. That is reasonable, and it is natural that some of them should continue this practice as long as shippers of off-grade grain will agree to it.

Those who desire to do business with scoop shovel shippers should not overlook the fact that they are selecting the most hazardous line of business. Seldom have the scoop shovel men any money invested in the business and they conduct their business in such a daring manner that grief frequently comes to themselves and those who handle their business. The country elevator man generally has most of his capital invested in the business and finds it necessary to carry on his business conservatively. Surely the latter is a much more desirable customer.

The bucketshop gamblers of Chicago are finding life more and more burdensome, and the prospects are that the trade will eventually be rid of all bucketshop influences. Those who were stealing quotations and selling them to bucketshops in different parts of the country have also been checked, so that their field of action is being reduced. Judge Kohlsaat has come to the support of the Chicago Board of Trade with a decision which gives the Board entire control of its quotations. The aggressive work of the present administration of the Board of Trade affairs has discouraged many bucketshop men who have given up and are now looking for new fields to fleece

the unwary. It is greatly to be regretted that the Chicago Board of Trade is not heartily supported in its campaign against bucketshops by all other reputable exchanges of the country. It is not necessary that the warfare should be waged solely on selfish grounds. It is a duty the exchanges owe to the public to drive out disreputable institutions and thus make it unnecessary for the investing public to be able to discriminate between the real and the fictitious.

The jealousies and misunderstandings, which are found in many local grain markets, are most often due to the lack of personal acquaintance among the local grain dealers. If competing dealers would make more of an effort to get acquainted with their competitors, they would have much more confidence in one another, and enmity and friction would be displaced by friendship and harmony. Peace would reign in the local market, and altho one might not handle as much grain as when a fight is on, both would make a living profit and get more out of life.

It is indeed gratifying to know that Cincinnati finds the weights obtained with Jumbo Transfer Cars satisfactory. Many of them were used in Chicago for years and kept on tracks constructed especially for them, yet they were a source of constant trouble. We do not overlook the fact that much of the early trouble with the Jumbo Cars was traceable direct to stealing by their operators, yet they were persistently credited with defective weighing. The demand, however, for greater transferring capacity for every road would soon have crowded out the Jumbo Cars, even had they given satisfactory weights in Chicago.

Among the practical questions discussed at the recent meeting of Ohio dealers, was the shrinkage of corn. The dealers are beginning to recognize that in buying corn in the ear too much reliance is placed upon custom and too little attention given to the percentage of moisture contained in the corn. The percentage of shrinkage will vary in different localities and different seasons. It is a comparatively easy matter to determine the possible shrinkage, and it is encouraging to learn that the number of dealers taking this precaution at beginning of each new crop is increasing. Other Ohio dealers have recently placed one hundred bushels net, of ear corn, in bags and put in warm place where the moisture will soon be evaporated. In this way they determine the possible shrinkage of the corn in a short time, and are able to buy corn on the cob much more intelligently. The variation of the number of pounds taken for a bushel at beginning of crop is so great as to emphasize the impression that some dealers

do not take enough pounds to make sure of the bushel when they come to ship, while others may be taking more than enough. The dealer who knows the possibilities of shrinkage in the corn can protect himself against losses of this character.

PHILADELPHIA BOURSE.

The homes of the commercial exchanges are as a rule fine examples of architecture and are built with the idea of having a permanent place to trade in the commodities represented.

The Philadelphia Bourse is no exception as will be seen by the accompanying engraving. It is a modern building and was designed to fill existing and future wants of the members and to concentrate the various organized exchanges and trade associations in one large building in the business center of the city.



Philadelphia Bourse Building, Philadelphia, Pa.

The Philadelphia Bourse was incorporated in June, 1891, with a capital of \$1,000,000. The company owns 405 x 132 feet of land bounded by Fourth, Fifth, Merchant and Rounstead streets, on which the building stands. It is 130 feet high and cost \$1,350,000.

The main hall on the ground floor is 126 x 240 and 45 feet to a skylight center. A gallery 27 feet high surrounds the main hall and underneath on the north side of the building are the sample tables of the grain men. Under the gallery are also located the telegraph and telephone offices, while on the same floor a club room, library and other facilities are furnished members.

Membership to the Bourse can be secured by the ownership of four shares of the company's stock of par value \$50. There are no dues or assessments. The stock is transferable and carries the membership with it. There are now about 2,500 members and the limit of membership is 5,000.

The following are the officers of the Philadelphia Commercial Exchange

which has its offices and place of business in the Bourse: President, Charles Dunwoody; vice-president, Penrose A. McClain; treasurer, Charles J. String; secretary, A. D. Acheson.

WESTERN OHIO DEALERS ORGANIZE.

Another division of the Grain Dealers National Association was organized at a meeting of grain dealers in Hotel Turpen, Greenville, O., Monday, Oct. 15, 1900.

The meeting was called to order by the secretary of the Grain Dealers National Association and after the informal discussion Mr. J. M. McFarland moved, C. T. Pierce seconded, that we organize a division of the Grain Dealers National Association to be known as the Western Ohio Division and to include only the regular grain dealers of Darke, Preble, Mercer, Miami and Shelby counties. Carried.

The Constitution and By-Laws of the

The dealers then departed to catch early trains home.

Among those present were: Ed Ammon, Gordon; J. I. Blose, Urbana; Charles S. Clark, Chicago; J. H. Conger, Eaton; H. Coppers, Stelvideo; Frank Drew, Delisle; S. S. Earhart, Burkettsville; E. A. Grubbs, Greenville; J. S. Hazelrigg, Greenville; C. W. Heironimus, New Madison; O. F. Kimmel, New Weston; John E. Leas, West Manchester; W. H. H. McCool, Jaysville; J. M. McFarland, Savona; D. C. Mote, Noggle; J. H. Musselman, Eaton; S. K. Neer, Greenville; W. G. Parent, Union City; C. F. Parks, Arcanum; C. C. Pierce, Union City; C. T. Pierce, Lewisburg; Mr. Rodabaugh, Greenville; J. H. Royer, Greenville; W. J. Ross, Ansonia; H. A. Teegarden, Woodington; J. P. Teegarden, Worthington.

ASKED AND ANSWERED

BOOK ON GRADING WANTED.

Grain Dealers Journal: Will some reader of the Journal please inform me where I can get a book or work on the grading of grain, wheat, corn and oats especially? A. J. Ray, Bailey, Tex.

DELAY OF RAILROAD IN ROUTING.

Grain Dealers Journal: We ordered a car for oats to go to Kansas City via the Chicago & Great Western. The car came and is loaded. The agent now refuses to bill the oats, claiming he has no tariff reading that way. Can we hold the railroad company for delay? Hibbs & Son, Lacey, Ia.

COLLECTING INSURANCE ON ELEVATOR EQUIPPED WITH BLEACHER.

Grain Dealers Journal: If an elevator man equips his plant with a bleacher and bleaches grain regardless of the fact that bleaching is prohibited by the laws of his state, would the presence of the bleacher reduce his chances of collecting insurance on elevator and grain in case it is burned? That is, would his law-breaking deprive him of standing in the court and prevent his bringing suit for the amount of his insurance? It is to be presumed that the inspectors for the insurance companies know of the bleacher and raise no objection to its use. Would it make any difference if fire originated in bleacher or was due to the use of bleacher? B. & W.

Fire in the steamship American at New Orleans recently damaged 35,000 bushels of wheat stored in one of the holds. To subdue the fire the grain was soaked with water. The heat caused the wheat to ferment, generating a powerful gas which intoxicated a large number of men.

Sulphur dioxide is to be substituted for carbon dioxide in fire extinguishers. Experiments with both show that the time-honored carbon is far inferior. An atmosphere saturated with 5 per cent of sulphur dioxide will check combustion, while 16 per cent of carbon dioxide is required. Also sulphur, when burned, completely eliminates the oxygen of the air, while carbon leaves a quantity, which reduces its efficiency in suppressing fire.

Eastern Indiana Division with the name and counties included changed was adopted.

Two permanent local chairmen were selected, Morgan Johnson, of Greenville, for Darke County, and J. H. Conger, of Eaton, for Preble County. These local chairmen, together with the permanent chairmen from the three other counties, when selected will constitute the Board of Managers of the Division.

The following were selected as temporary chairmen to call the regular grain dealers of their counties together to select permanent chairmen: S. S. Earhart, Burkettsville, local chairman for Mercer County; Frank Shuman, of Covington, for Miami County, and O. S. Marshall, of Sidney, for Shelby County.

W. J. Ross nominated W. G. Parent, of Union City, for secretary and treasurer, and he was elected.

Four were nominated for chairman of the Division, and upon a ballot being taken J. P. Teegarden, of Worthington, was declared elected, he having received a majority of all the votes cast.

LETTERS FROM THE TRADE

GAS ENGINES NOT AUTOMATIC.

Grain Dealers Journal: We have one suggestion to make, and this would apply to any internal combustion engine, and that is, manufacturers make too much of the automatic feature of the machine. While it does not require a skilled engineer, at the same time it ought not to be put into the hands of a green operator without any other instruction than to keep the gasoline and water tanks and oil cups full. M. B. Cox, secretary The Aultman Co., Canton, O.

MANITOBA UNFORTUNATE.

Grain Dealers Journal: At present everything is at a standstill here. The rain still continues to come down. There will be no good wheat this year, even with the best of weather from now on. This is the most unsatisfactory year of 25 that the writer has seen in Manitoba.

Farmers to-day would be money in pocket if they had plowed their crops down in a good many cases. As it is, there is practically no plowing done and it is late in the season. Metcalfe & Son, Portage la Prairie, Man.

BATTERY SHORT CIRCUITED.

Grain Dealers Journal: A few years ago I was suddenly called down east by wire, saying: "Come at once; engine won't work." I thot it a little strange, as I had left there only 10 days before and everything was working to the queen's taste. However, I went, and when I got there, sure enuf the thing would not work a little bit. I went all thru that engine carefully and still it would not work. That night I went to my hotel, and over a good cigar pondered over the thing. Finally I came to the conclusion that if it would not work I would quit the business and swear I knew nothing about gas engines.

In the morning I was on the ground bright and early. I worked and sweated and cursed a little until noon. After dinner I went back to take a farewell look at the remains. While I stood looking at it I happened to look up, and discovered that the battery wires were fastened to the exhaust pipe with a tow string. I took out my knife, climbed up and cut the string, and remarked that it was a bad thing to tie the wires to anything but wood. The boss said he knew that but thot it would do no hurt. Just then his little daughter came in, and I said: Now for a charm; little girl, you just turn on the gasoline and I will turn the wheel. I tried it and a more surprised lot of men never were seen. That engine went the first crack out of the box.

Then I had another nut to crack. We ran the engine the balance of the day, started and stopped it repeatedly. As I could not get away that evening I told him I would see him in the morning. That night I did some more pondering. I started for his house at a trot, got a light, went out and examined the wires. I found a little spot where the insulation was gone. Now what bothered me was that I had tried the spark many times and always got a good one. It seems that when I disconnected it from the electrode holder I would pull it away from the pipe and on fastening it back it would go against the pipe again. He

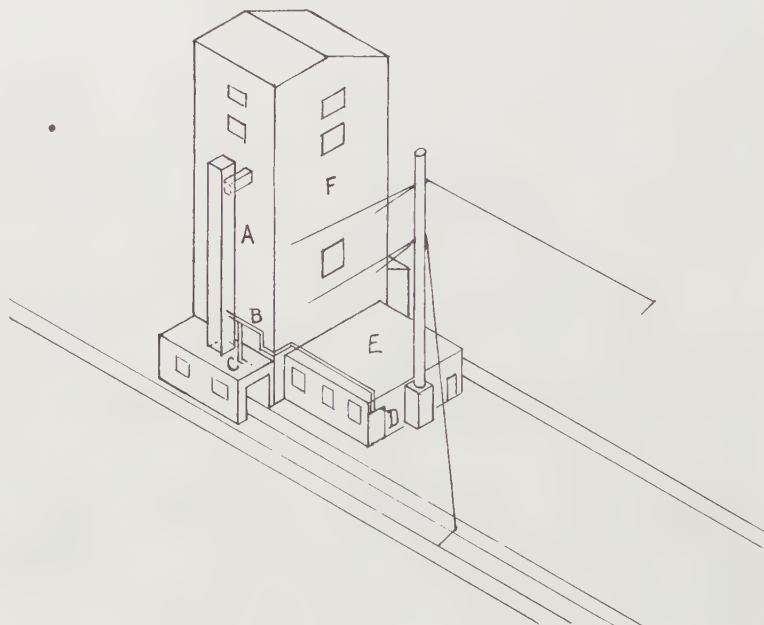
paid me \$36 to teach him how to cut a tow string. The joke of it was that he used to be electrician in a city of 50,000 inhabitants. Moral: Never let the battery wires touch anything that may conduct away the current. J. W. Fitch.

A BARLEY BLEACHER.

Grain Dealers Journal: I have read the interesting articles in the Journal regarding oat bleachers and thot some might be interested in the construction of a barley bleacher.

The enclosed sketch shows a simple, safe, substantial and effective bleacher which was recently built and is now in successful operation. The working of this bleacher does not differ materially from the majority of those now in use, but its construction does.

The boiler house E is of brick and in one corner is the sulphur furnace or burner D. This is also of brick construction with a brick arched top. The door of the burner is of iron and closes



A Barley Bleacher and Working Part of Elevator.

securely to prevent the fumes from escaping into boiler room. An iron pan is used for burning the sulphur. At the top of the burner is a 3-inch iron pipe, securely cemented in the brick. This pipe B extends thru the roof of boiler house and runs some 75 feet over roof to the bleacher A. A steam jet C enters this pipe about 6 inches from the bleacher.

The bleacher is 3 x 3 by 35 feet high, and of crib construction, being made of 2 x 4's spiked on top of one another. The top of bleacher is on a level with the bin floor, from which a small screw conveyor carries the barley to it. The interior of the bleacher is filled with shelves which slant toward one another, thus retarding the fall of the grain.

At the bottom of the bleacher under the roof of the car shed, is a spout which drops the grain into the receiving sink, from which it is elevated to the bins.

This bleacher will cost more to build than the ordinary every-day barnyard bleacher commonly in use, but once built it will last a lifetime and will need very little if any repairs. J. F. M.

FAULTY IGNITION.

Grain Dealers Journal: For a few days I had trouble with the engine I run my shop with. I thot it was the weakness of the battery that made the trouble; but on watching the engine I found the igniter was the cause. After putting in a new pin that held a collar the engine ran all right. The engine would miss fire and slow down and then get back to speed. It kept this up for a day or more, getting worse late in the afternoon when the engine gets hottest. There are a good many small things about a gas engine that must be learned by the operator. William Shawd, Springfield, O.

BUY EAR CORN BY THE CENTAL.

Grain Dealers Journal: I have made a practice of buying corn by the hundred-weight for the past four years. One of the advantages gained is that it lessens the many chances of making errors. Also it saves time, especially when hurried.

Dealers do not require as good a mathematical education. A great many vexations are overcome.

In a minor way we have some trouble with buying by the hundred-weight. Mainly with superstitious persons, antiquated persons, the small producer, the uneducated and the non-reader.

We do not buy by the bushel. So many sections of the state vary so much as to what makes a bushel of ear corn; and this was our first reason for adopting the cental system. We commenced it and continued it. We knew what our farmers regarded a bushel, and when the question was asked, "How much per bushel?" we answered it. If our reasons for buying by the hundred-weight were asked we stated them. Ninety-five per cent of our customers would not return to the bushel method.

The following firms in our neighborhood are buying corn by the hundred-weight: Henry Harris, Asa Smith, Peoples Elevator Co. and Thomas Carr, all at Antwerp, O.; Cecil Grain & Lumber Co., Cecil, O.; Woodburn Milling Co.,

Woodburn, Ind.; Z. H. Travis, New Haven, Ind.; Boon & Bevington and the Ainsworth-Shepherd Co., Hicksville, O.; the Herzer Co., Ironton Bros. and the Weidman Flouring Mills, Paulding, O.; H. C. Tinkham, Laty, O.; DeLall & White, Broughton, O.; Frank Windiate, at Hedges and Worstville, O.; Rosae Bros., at Payne, O., and Edgerton, Ind.; Henry Foutz, Batson, O., and Ironton Bros., at Tipton, Middlepoint and Van Wert, O. Churchill Bros., of Toledo, have 16 points in Paulding and Van Wert counties at which they buy by the cental. Southworth & Co., W. A. Rundell & Co. and Z. H. Travis, all of Toledo, have many points at which they buy by the cental. The cental for corn is used in all territory near us. C. A. Bissell, superintendent Peoples Elevator Co., Antwerp, Ohio.

WANTED EXPERT QUICK.

Grain Dealers Journal: A telegram reached the office one Saturday afternoon in July last reading as follows: "Send a man quick; can't start engine; factory stopped; two hundred men idle." It came from a point not far distant from us and from the user of one of our 50-h. p. engines. We were about to call them up by telephone when the second message reached our office, saying: "Don't send man."

We learned by correspondence later that for some three hours their entire force of men, including the office, had worked on one of the hottest July days to start the engine. It was examined by the engineer on all sides, when the young lady stenographer finally discovered that they had forgotten to throw on the battery. Foos Gas Engine Co., Springfield, O.

NOTES BY A GRAIN DEALER.

Grain Dealers Journal: A good flock of poultry takes care of the screenings and waste grain around the elevator, and turns into eggs or cash that which would otherwise be wasted.

I made a good sack holder out of the hopper of an old seed sower, by making holes in the bottom end, in which I fastened, by wiring, three wrought iron nails to hold sacks by. Three wires at the top held it up off the floor the height of a sack. Very handy in filling sacks.

I utilized several wagon loads of cinders in filling in the approach to wagon scales. Cinders make a very substantial roadway.

Farmers and stockmen like good reading matter. On application a number of the publishers of the best farm and stock papers forwarded sample copies. These I put in their hands when in the office; also I have daily papers and time table in office for my patrons.

I am a firm believer in advertising, not only in the local papers, but in trade papers as well. In advertising, if the advertisement could be illustrated, it makes it much more effective. Many firms furnish their agents free of charge with cuts. Or, have a half-tone engraving made of your warehouse, yourself, or a prominent building in your town. Use these, not only in advertising in newspapers, but on letter heads, envelopes, etc.

'Twill pay every grain dealer to have his customer always obtain the best varieties of seed to sow or plant. The best yield and price is thus secured by grain

dealer and farmer alike. The grain dealer who lets his customers clean up their seed on his fanning mill to remove defective grains, weed seeds, etc., is making an effort toward better grades and yields of grain. Here, generally, the grain dealer has the screenings to pay for wear and tear on mill.

A place for everything and everything in its place saves much time (which is money) in looking for things. M. B. Sherwood, Brashear, Mo.

BOARD OF TRADE BUILDING, INDIANAPOLIS, IND.

We present herewith an illustration of the building of the Board of Trade at Indianapolis, Ind., which is located on the corner of Kentucky Ave., South Capital Ave. and Maryland St. It is just one block from the Grand Hotel, which will be headquarters for officers, members and dealers attending the Annual Meeting of the Grain Dealers National Association. All sessions of the convention will be held in a large assembly hall of the Board of Trade Building which, with committee rooms, has been ten-



Board of Trade, Indianapolis, Ind.

dered the Association by the Board of Trade.

On the evening of Nov. 20, a smoker and entertainment will be tendered visiting dealers by the Board of Trade in the same rooms.

The crop of rye is estimated by the Department of Agriculture at 15.1 bushels per acre, as compared with 14.4 bushels last year, 15.6 bushels in 1898, and a ten year average of 14 bushels. The average quality is 92, against 90 last year, and 90.2 in 1898.

The Western Underwriters Union has done away with the differential basis for writing or canceling policies on grain for periods of eight months or less. In the future all grain policies written or canceled for short periods must be at the regular short rates of the annual rate on grain.

Incredible as it seems, yet the freight on wheat to German interior towns from America, thousands of miles distant, is considerably lower than the transportation cost from the wheat fields of East Prussia to the great cities on the Rhine. The fact is that commercially the wheat fields of the Dakotas are nearer the city of Frankfort than are those on the German Empire's northwestern boundary.

RELATIONS OF SHIPPER AND BUYER.

(A paper read by E. A. Grubbs at Columbus meeting of the Ohio State Association.)

There is no reason why the relations of shipper and buyer at destination should not be as close as that of twin brothers; granting honest differences in judgment as to quality and weight at both ends of the line. In my opinion, much of the trouble between shipper and buyer originates at point of shipment. Let the shipper be careless, without pride in the quality of his grain, with no facilities for weighing or cleaning, preferring to "guess" the weight of his grain, and the conditions are ripe for trouble. Say he sells Yellow Corn, and ships Mixed, and dirty at that. Of course he's "docked," gets mad, and calls the terminal buyer a thief, and believes he has been robbed in weights, and docked too much in quality.

Sometimes we hear a shipper say, "It don't pay to reclean grain," or "I have to take the weights at the other end, or within 1 per cent, so I'll just add 1 per cent to start with." What would the shipper say, if he knew that the buyer deliberately stole 1 per cent? And the buyer has as much right to do it, as the shipper has to add that much to his weights.

If the buyer has good facilities for weighing, he soon says, "Don't buy any more grain from so and so. He adds 1 per cent, or his grain is dirty, etc."

It pays to be fair to the buyer. The shipper who gives good weights, and grain fully up to contract, is the one the buyer goes to first, knowing there will be no discount on the quality, or correction in weights. Take a shipper who has every facility for handling grain in a proper manner; one who does not let a car go out unless it is fully up to grade, and every pound in, his invoice calls for, and you will find this shipper has little complaint to make against the buyer. The buyer knows that this shipper is an up to date business man, and accords him fair and business-like treatment.

Another thing in which the Golden Rule should apply: If the shipper has grain sold, and the market declines sharply, let him not ship any more to the car, than he would had the market advanced. If he does, the buyer may think the shipper is trying to take advantage of him, and if there is any excuse on account of quality, may reject the stuff.

If the shipper wants friendly relations with the buyer, let him make his grain right up to contract, be careful of his weights, and he will have a good feeling for the man to whom he sells.

All troubles between shipper and buyer are not the fault of the shipper however. There are buyers, and buyers; ranging from the little fellow who weighs on steel-yards, bag at a time, to the mill or elevator that weighs your grain at a single draught.

No doubt, some of the shippers here today, have had experiences with the steel-yards man. Some call it "drug-store" weighing. He will weigh a car in from 25 to 200 draughts, and swear they are absolutely correct. He may be honest in it, but it is hard to satisfy the shipper who has weighed his grain on a 500 bushel Hopper Scale. This buyer, and the shipper who estimates his stuff, work well together.

Another class of buyers, is the one, who, when the market has declined, looks in the door of the car, picks out a few cobs, some red grains, a few rotten grains, and dirt at the door, then wires that grain can be used at a stated reduction, or refuses it entirely. This class of buyers work well with the shipper who considers it too much trouble to reclean his grain.

And there are buyers, who have good facilities for weighing, or are careful weighers if their facilities are not of the best, who do not find fault and reject the grain because the market has declined. An occasional one will reclean the grain, rather than reject it, if the shipper is not an old offender. Buyers of this kind furnish the best outlet for the shipper who weighs his grain, and cleans it.

I have tried to point out some of the shortcomings of both sides in this question. In the West, the grain trade has improved greatly in the past few years. The Western shipper is interested in having good, honest Eastern buyers. The way to get them is to furnish what you sell—good clean grain, and correct weights. An Eastern buyer will not be unfair, though he is inclined that way, unless he has some ground for complaint. If your grain is clean, he can't kick on that; if weights are correct, his chance there is slim. If he is downright dishonest, you can soon spot him, if you are all right at your end of the line. It is an easy matter, then, to deal with him as he deserves.

The trade will soon be very pleasant, if the business relations between seller and buyer continue as they have lately.

The American Anti-Trust League has faked up alleged proofs of the existence of a grain dealers' trust for circulation in the western country newspapers.

MEETING OF OHIO DEALERS.

President S. H. Grimes of Portsmouth, called the meeting to order at 10:45 a. m., Oct. 16, in the Board of Trade Auditorium, Columbus, and stated that it was deemed advisable to hold a fall meeting in Columbus. The attendance this morning is disappointing, but the secretary informs me that the replies received would indicate an attendance of 100 to 125. Many of these will come on later trains. This association can be a power in the trade if you will make it so, get together, be sociable, friendly and work for the common trade interests. First on the order of business this a. m. will be the reading of the minutes of the annual meeting at Put-in-Bay.

Secretary J. W. McCord of Columbus read the minutes, which were approved.

E. W. Seeds moved that the Governing Board appointed by the President during the interim be approved, and the motion was carried.

Mr. Grimes read a letter from Vice-President A. E. Clutter of Lima, who was detained at home by illness. From it we take the following:

Lima, Ohio, Oct. 15, 1900.

J. W. McCord,
Sec'y O. G. D. Asso., Columbus, O.
Dear Sir:—Regretting that I cannot be with you on Tuesday, I herewith submit a test made by an experienced warehouse man, Mr. J. F. Wetherell of Spencerville, our partner at that point. He weighed 100 pounds of fair average new corn, as it would be delivered to country elevators the country over at this time, and placed it where it would dry out gradually. It lost 4 pounds the first 24 hours; 3 pounds the next 24 hours and in next 32 hours it dried out 3 pounds, or 12 pounds in all in 78 hours and when shelled weighed just 73 pounds. The condition then was not absolutely dry, but so much so that it would grade in any market. From this it will be seen that to crib corn we must count upon a loss of 12 per cent, and on large cobbled corn a still greater loss.

Another matter I would call to your attention. On November 1st, the railway rates on grain are to be advanced to a Chicago basis of 17½ and it is said to a 20c basis on December 1st. That is manifestly unfair to Ohio and Indiana shippers as a much larger part of the corn and oat crop of these states moves out from November 1st to March 1st than from states farther West. The nature of their corn is such that it's better cribbed for a time. But the worst feature is the chance it gives for notorious cutting of rates, such as occurred last February through Toledo—via certain lines, while the main trunk lines across the states held rates firmly. It is apparent as soon as the receipts begin to run a little short of the requirements, the large lots West are picked up on cut rates and a general demoralization of prices is sure to occur before the railways make a regular reduction. That Ohio and Indiana should pay such a large rate per ton per mile is outrageous—a rate much more than will be paid from the Mississippi next March.

We believe this is a subject that our Association should put in shape and present to the Legislature.

Yours very truly,

A. E. CLUTTER, V.-Pres.

H. Fitch was called for but declined to discuss the advance in grain rates announced. The only reason I have heard given for the advance in freight rates is that the railroads need the money.

E. W. Seeds, Columbus: I am not convinced that Mr. Clutter's side of the question is right. The advance in the rail rates at this same time last year gave us the Eastern and interior trade. If the rates are kept down we must meet competition from Illinois and the West.

G. S. Schaeffer, Dayton: The high rates would have an advantage for Ohio shippers if the railroads would maintain high rates for all, but Chicago and Western shippers get cut rates which work to the disadvantage of Ohio shippers.

J. N. Woolscroft, Cincinnati: As we are coming into a large corn crop, we ought to protest against any advance in freight rates later than Jan. 1. It works to the injury of all corn buyers.

President Grimes: Mr. Clutter advises some action by the association to check the proposed advance. What will you do?

E. W. Seeds: I move that the suggestion of Mr. Clutter be referred to a committee of three, to report at the afternoon session. Carried.

President Grimes appointed on that committee E. W. Seeds, Columbus, Geo. S. Schaeffer, Dayton, and M. Gunning, Chillicothe.

E. A. Grubbs, Greenville: A shipper of our town put 80 pounds of new corn in each of two sacks and placed it over a retort in the gas plant. In four days the sacks had shrunk 14 pounds and 14½ pounds. In the following 4 days it shrunk another ½ pound, making a shrinkage of about 20 per cent. This corn was subjected to unusual conditions and was dry when removed.

M. E. Weimer, Rosewood: We put 72 pounds in a sack in December two years ago and stood it in elevator. It lost 11 pounds by June.

Pres. Grimes: There is a general feeling among the dealers that we shud buy corn by the 100 pounds, as is being done in the northern part of the state. If you buy a crop at so much per bushel and the farmer demands 68 pounds as provided by the Ohio law, you cannot help yourself. I know this from experience. It might be well to appoint a committee to consider this change.

C. A. Bissell, Antwerp: Three years ago we started to buy corn by the 100 pounds and now we wish we could buy all grain and seeds by the 100. It obviates the necessity of reductions and prevents many mistakes. Seeds are bot and sold in Chicago by the 100 pounds. It is much better. The dealers of our county and Van Wert would not go back to the bushel.

M. H. Long, Lima: So far as our experience along the Erie has been, buying by the 100 pounds is very satisfactory. I think we shud extend the use of the cental to other grains. It works very well with corn.

J. P. McAlister, Columbus: I am glad to see the feeling in favor of the 100 pounds unit. I have always favored it. I hope it will soon be adopted by the corn trade everywhere.

G. W. Lamb, Hooker: I favor the cental, but my experience with the reform has been very discouraging. Each farmer wanted to know how much our bid amounted to per bushel. It doubled our work and we had to abandon the reform.

Mr. Bissell: The farmers questioned us as to what our bid per 100 pounds meant. Finally they have come to understand that it means just 100 pounds. Now and then we have to explain what it means, but not over 1 per cent of the farmers ask it.

Pres. Grimes: The luncheon tendered by the Columbus dealers at the Neil House will be ready at 11:45, hence we must adjourn to go there. Before adjourning I will appoint a committee to canvass the advantages of the cental and report at the afternoon session. On that committee I will appoint Messrs. C. A. Bissell, C. E. Groce and E. M. Fullington.

Adjourn to Neil House in a body. Reconvene at 1:30.

THE LUNCHEON.

The luncheon at the Neil House proved to be a banquet of such proportions as to force everyone who was so

fortunate as to partake thereof, to become expansionists.

The hosts of the day were McCord & Kelley, Percy R. Hynson, James P. McAlister & Co., Scott & Woodrow, C. S. Herr & Co., Seeds Grain Co., and Tingley Bros.

After all were seated President Grimes introduced E. W. Seeds, who welcomed the dealers and requested them to put away what would be placed before them just as carefully as they wud the large corn crop.

The menu included the following which was well served:

Consomme with Rice.		
Celery.	Halibut.	Olives.
	Veal Croquettes with Green Peas.	
	Young Turkey with Cranberry Sauce.	
	Potatoes.	
	Shrimp Salad.	
Ice Cream.		Assorted Cakes.
Brie		Crackers.
	Demi-tasse.	
Fruit.		Cigars.

President Grimes was called for and spoke of the Social Side of the Ohio Association, which is emphatically brot to the front by the sumptuous repast served us today by the Columbus dealers, for which they have our thanks. We have a railroad man here today, who, like the poor, is always with us. We will hear from Huntington Fitch.

Mr. Fitch: I have always been with the association from the start and will stand by it to the end. (The guests did not seem disposed to stay for the speeches, so no other orators were called.)

AFTERNOON SESSION.

President Grimes called the dealers to order at 2 p. m. and called for the report of the committee on buying corn by the 100 pounds.

E. M. Fullington, Marysville, read the following report which was lost:

Columbus, O., Oct. 16, 1900.

To the Ohio Grain Dealers Association:

We, your committee, to whom was referred the question of the adoption by this Association of the system of purchasing ear corn by the hundredweight instead of by the bushel, beg leave to report that we favor the adoption by the members of this association of the hundredweight as the unit, and recommend the same to the consideration of the association.

C. A. BISSELL,
E. M. FULLINGTON.

J. P. McAlister, Columbus: I favor the motion and think it wud be a good plan to send out a circular to the trade calling attention to a change to the cental at a certain time.

E. M. Fullington: I am heartily in favor of any progressive action which may be taken by the association, but I believe it wud be well to give the dealers time to think over it. A revolution of this character wud cause us much trouble at the start.

M. Gunning, Chillicothe: I am in favor of the change, but I think the reform shud be begun at the head. Let the track buyers begin by bidding for 100 pounds, then it will be easier for the shippers to buy by the hundredweight.

J. Allen, St. Johns: We have been buying corn by the 100 pounds for four years and our people are well satisfied, in fact they like it better than the bushel. We experienced little trouble in putting it in force.

E. W. Seeds: If this is to apply only to ear corn I disagree with Mr. Gunning. The reform shud be commenced at the bottom and work up. I think it wud be better to put the report in the form of a request to the members. Then

if it fails to be enforced the association will not be credited with a failure.

L. W. Dewey, Blanchester: I think it wud be better to send a circular to the trade and get the opinions of the country shippers before adopting any recommendation.

E. A. Grubbs, Greenville: I believe it wud be better to get the dealers of each county together and have them talk it over. New corn will soon commence to move and some uniform practice shud be decided upon quickly.

Paul Wood, Lilly Chapel: We buy corn by the cental and would not go back to the bushel for anything. The farmers all favor it and say they are glad that we use the cental system.

E. M. Fullington: I move that the association recommend to its members that they buy ear corn by the 100 pounds.

Percy R. Hynson: I object to the matter being referred to committee. We want quick action so we can get to using the cental on the present crop.

The motion was carried.

E. W. Seeds: I move that the secretary be requested to correspond with a dealer in each county to induce them to get together and adopt the cental for buying ear corn to begin Jan. 1.

Carried.

Chairman Seeds of the Committee on Freight Rates read the following report, which was adopted:

Whereas, it is the sense of this Association that a fair rate of freight firmly maintained for the period of crop movements, is of the greatest advantage to both shipper and railroad. Therefore, resolved, that our Secretary be instructed to advise the rate making authorities, that we request, first that the freight rates for this corn crop be not advanced above a basis of 17½ cents Chicago to New York, for which notice has already been given, effective November first.

Second, That such rate be firmly maintained until at least March 1st, next, within which period the bulk of the Ohio corn crop will be moved.

Third, That in the future the rate which is to apply to the movement of a corn crop be made effective not later than November 1st, of each year, and then maintained for the succeeding four months and that at least thirty days' notice be given of such rate so that contracts may be entered into intelligently.

E. W. SEEDS,
M. GUNNING,
GEO. S. SCHAEFFER.

E. M. Fullington, of Marysville, read an interesting paper on the Ideal Country Grain Dealer, which is published elsewhere in this number.

Col. C. E. Groce, Circleville: It does strike me that it is much better to sell to nearby buyers. I have received letters from many little buyers at Virginia points, a few of whom are some distance from the railroad and in towns which have no banks, so we cud not draw on them. Their communications were cast in the waste baskets.

P. R. Hynson, Columbus: I experience less trouble with grain shipped by dealers who have up-to-date cleaning machinery and use it. If the country buyers wud clean the farmers' grain and buy it afterwards they wud be more likely to buy it at its true value.

Paul Wood: I don't know how many of you grade corn, but I do know that some dealers buy all sizes and conditions of ear corn at the same price. Rotten corn, and small ears, or large cobs and little corn is not worth as much as the large ears of good quality. I wud like to see something done which will prompt dealers to discriminate against inferior corn.

C. A. Bissell, Antwerp: We get into the rut of treating all wheat received as

wheat and accept rotten and damaged corn at the ruling market price.

L. W. Dewey: If the dealers wud object to receiving poor corn, the farmers wud soon learn to accept a lower price for it without kicking.

The Corn Crop of 1900, How to Handle to Obtain the Best Results, was the next subject on the program. Mr. Gunning being unprepared, the subject was passed.

E. W. Seeds, of Columbus, spoke on Arbitration, favoring the addition of three country dealers to the association's Arbitration Committee and suggested the appointment of J. B. Van Waggoner, Myron Silver and T. W. Baum in addition to Messrs. Seeds, Scott and Herr, of Columbus.

E. M. Fullington: I am in favor of an Arbitration Committee. Troubles are more likely to be settled satisfactorily by experienced grain men who understand trade matters than in a court of law.

E. C. Wagner: I think we shud be very careful in the selection of the members of our Arbitration Committee. I believe it wud be best to have one exclusive track buyer, one country elevator man and one railroad man.

E. M. Fullington: I think the railroad men shud have nothing to do with the Arbitration Committee.

C. E. Groce: I move the appointment of an Arbitration Committee by the president. Carried.

President Grimes appointed T. W. Herr, of Columbus, Myron Silver, West Jefferson, and T. W. Baum, of Duvall.

E. A. Grubbs, of Greenville, O., read a paper on Relations of Buyer and Shipper, which is published elsewhere in this number.

President Grimes was on the program for a paper on How to Procure the Best Government Reports. He said in part: As president of the Ohio State Board of Agriculture I have had occasion to learn of the looseness with which the present reports are compiled. I am also a correspondent of the compiler of the reports in our state, who forwards the report to Statistician Hyde at Washington. I am very busy and cannot go out and learn the true conditions. I have to depend upon the farmers for my information and that received is very contradictory and worthless. The crop reporters receive nothing for the service, hence cannot be expected to do a good job. If the government employed men to give all their time to the compiling of reliable reports we wud have accurate reports which wud be invaluable to us. I think it wud be well for us to take up this matter with the Grain Dealers National Association and have it present the matter to government in hope of securing reports which will be of help to us.

Secretary McCord: There seems to be a disposition among shippers to advance the prices on corn for October shipment. If you hold prices down now you will be able to continue business after Nov. 1, when rates advance, and make a living. A scoop shovel man is making trouble in the western part of the state. He has done the farmers for \$4,000 and done much damage to regular dealers.

President Grimes suggested that those in favor of holding the annual outing for 1901 in Buffalo arise. Most of those present arose.

Mr. Seeds: I move that a committee of five be appointed to make arrangements for this association to go to Buffalo in 1901 for its annual outing and

make the best arrangements possible for transportation. Carried.

Charles Schreel, El Dorado: I shipped a car of oats to a Virginia point. I had to prepay the freight. I weighed it on track scales. When car arrived there the railroad company claimed it overran 3,000 pounds and demanded more freight. I refused to pay it, but have heard nothing farther from it.

M. E. Weimer, Rosewood: Is a track scale preferable to a hopper scale?

This question brot out a flood of experiences.

E. M. Fullington: I move a rising vote of thanks be tendered the Columbus dealers who gave us the sumptuous dinner and who always show the Ohio association every courtesy possible. Carried unanimously.

L. W. Dewey: I believe we sent a delegation to the annual meeting of the Grain Dealers National Association last year and move the appointment of two delegates to annual meeting in Indianapolis Nov. 20 and 21.

E. W. Seeds: I move that the secretary select representative men to act as delegates from this association to the annual meeting of the Grain Dealers National Association in Indianapolis. Carried.

Adjourned.

CONVENTION NOTES.

The badges were golden.

The railroad men were there.

Has the bushel lost all its Ohio friends?

The best program presented by the association.

Members who stayed at home have much to regret.

The only Cincinnati dealer present—J. N. Wooliscroft.

The Grain Dealers Journal was represented by Charles S. Clark.

C. A. Foster, of Carnegie, Pa., distributed five-foot tape measures encased in an attractive celluloid case.

LOST—Paul Wood's medal badge. Anyone finding it will please return it by freight to his Columbus girl, Mrs. Lilly Chapel, who loaned it to him for the meeting.

Vest pocket note books were distributed by the Seeds Grain Co., of Columbus, and by C. A. Bissell, representing the Peoples Elevator Co., of Antwerp.

The oldest grain dealer present was O. P. Chaney, of Canal Winchester. He has been in the grain business since 1852. His first shipment by steam cars was in 1862 from Shelby county, Illinois. At that time the railroads would not permit shippers to place over 300 bushels in a car. How different.

Among the Columbus dealers at the meeting were: J. T. Burgett, Ray Herr, Percy R. Hynson, J. P. McAlister, J. W. McCord, E. W. Seeds, K. B. Seeds, A. S. Tingley, E. R. Woodrow.

Among the out-of-town dealers present were: C. N. Adlard, Piqua; J. Allen, St. John's; C. F. Barnhouse, Morrall; T. W. Baum, Duvall; J. C. Belt, Pickington; C. A. Bissell, Antwerp; O. S. Brecount, Thackery; D. Brubaker, St. Paris; J. T. Burgett, Duvall; Burton Cain, Outville; J. Curtiss, Pleasantville; V. E. Campbell, West Milton; O. P. Chaney, Canal Winchester; L. W. Dewey, Blanchester; Z. F. Downs, Chillicothe; S. E. De Wolf, Marion; E. M. Fullington, Marysville; P. W. Gage, Sunbury; F. Gallagher, West Jefferson; J. O. Gooding, Lewis Centre; H. S. Grimes, Portsmouth; Col. C. E. Groce,

Circleville; E. A. Grubbs, Greenville; J. P. Gundy, Carroll; M. Gunning, Chillicothe; H. Hansberger, Millersport; A. Herr, Mingo; F. P. Hastings, Cedarville; W. Hardman, Cable; J. R. Johnson, Baltimore; C. B. Jenkins, Marion; S. E. Johnston, Grove City; W. T. S. Kile, Kileville; G. W. Lamb, Hooker; T. M. Latham Hayden; D. W. Long, Convoy; M. H. Long, Lima; L. B. Mason, Powell; J. H. Motz, Brice; J. H. Miller, Lockville; J. G. Myers, Pleasant Hill; W. O. Patty, Fletcher; J. E. Pierson, Condit; C. Rhonemus, Reesville; George S. Schaeffer, Dayton; Charles Schreel, El Dorado; H. M. Shelhamer, Bremen; J. J. Stevenson, Amanda; E. C. Wagner, Grove City; H. C. Wagner, Pleasant Corners; M. E. Weimer, Rosewood; Paul Wood, Lilly Chapel; R. Wallace, Ashley.

THE IDEAL COUNTRY GRAIN DEALER.

(A paper read by E. M. Fullington at the Columbus meeting of Ohio dealers.)

Had the time intervening between the assignment of this subject and the date of the meeting of the Grain Dealers Association permitted, I could have, by consulting the hundreds of Ideal Country Grain Dealers in Ohio, given you a composite description of The Ideal Country Grain Dealer which would have been far nearer the ideal than the imagination of any one man could conjure up.

I have good authority for leading you to believe that I consult my imagination in arriving at the ideal in relation to Country Grain Dealers. Webster's definition of "Ideal" is, "existing in fancy or imagination only." The ideal is to be attained by selecting and assembling in one whole, the beauties and perfections which are usually seen in different individuals, excluding everything defective or unseemly, so as to form a type or model of the species. Thus the Apollo Belvidere is the ideal of the beauty and proportion of the human form.

There are two kinds of the ideal. One tends toward expression, the other animates all kinds of labor and secures results. The latter is the kind that we will have to do with in this paper. When a practical business man says he can do without an ideal, he does not understand his business.

When a man engages in business it is often with the sole idea of making that business a financial success, in other words he is in that business to make as much money out of it as is consistent with honesty and fair dealing. He does not stop to consider whether there is an ideal, the standard of perfection in that business, which if attained, would bring to him not only financial success, but an enviable position among his fellows in the business world in which he moves, and the consciousness of having fulfilled in the highest sense, his mission in the business in which he is engaged.

Having planted that ideal before him there is expectation in every stroke that is given in its construction. There is a sort of stimulus in every kind of work, all expect to arrive some where by the means of effort put forth, and an ideal object to be attained will command our best efforts to reach that object, however material it may be. Having, as I hope, given some reason for the existence in the minds of the Executive Committee of the idea that there should be in the imagination of some one of our number, an ideal, a type of a country grain dealer, I will endeavor to point out some of the attributes of such a being.

In the first place, he should be able to put himself in contact with some reliable commission or track buying firm in whom he has the utmost confidence, and so conduct his business that confidence will be mutual. The ordinary country grain dealer has not the time or the facilities at his disposal to sell direct to the interior trade or to the seaboard. True, he might make a few advantageous sales, might sell to advantage some seasons of the year, to some far away individual of whose standing and honesty he knew no more than is given by the commercial agencies, but when he figures up his claim account at the close of the shipping season, he will find a good sized balance in favor of selling to the nearby buyer.

Having started right at the selling end of the line, our Ideal Dealer should know each day just what he can pay for grain and retain a comfortable margin for himself. Right here he will come in contact with some man who is not an ideal grain dealer, and that man may be a strong competitor in business, he may belong to that class of mush-room dealers who spring up every time there is a shower of good crops to market, and he will bid more for the farmers' grain than can be realized on the market.

The "Ideal," if he can't reason with him to the extent of getting together on prices, should keep to his own price. This method may lose some business for, as we all know, the farmer often does not appreciate that it is not the highest price offered that realizes the most money. I have seen dealers come and go, have often been below my competitors in price, but have found that it is the best policy to pay from day to day just what the market will stand. The farmers will be better satisfied and the dealer will have more money in his bank at the end of the season.

Competition is so close that the highest market price is generally paid for grain, even at the most remote points in the country. Grain dealers as a rule make a very small margin of profit. It is seldom that one dealer can secure more for his grain than his competitor, so that there should be no excuse for overbidding the market. The rule should be, to pay all the market will justify, to have but one price for all good grain. Be honest with the farmer, he, as a rule, knows what can be paid for his commodity, and is willing that the dealer should have a fair margin of profit.

Next in importance is the grading of grain at the elevator. Rigid rules should be enforced for the protection of the dealer. When your grain goes into the eastern market it must submit to a rigid grading, must come up to the standard approval all over the country. Just so should the farmer submit to a careful inspection of his grain when it comes to the country elevator. Dealers themselves are largely responsible for the condition in which grain is brought to them. This can be remedied by having it understood that you will not receive grain in bad condition at any price. Pay for inferior grades just what

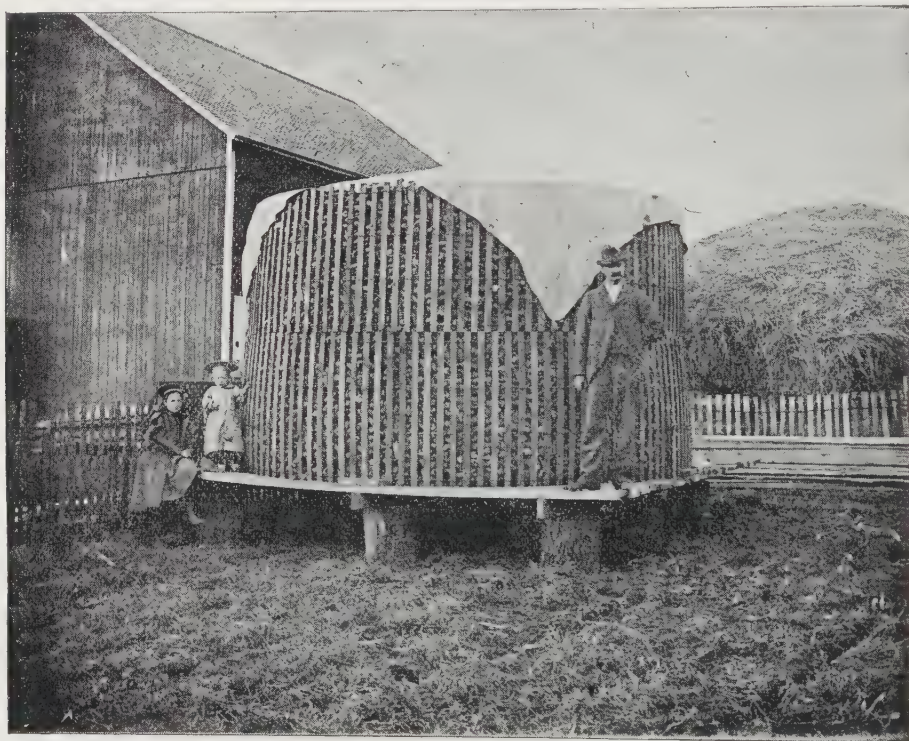
portance. These relations should be most confidential. The dealer trusts the farmer to bring him grain of an even grade, often without inspecting it closely, while the farmer trusts to the dealer to give him fair and honest weight, and to keep him posted as to the outlook for the markets, upon which he often bases the disposition of his crop.

The dealer should exercise patience with his farmer customer in explaining any little discrepancy in weights, should have them inspect his scale and see it tested whenever there is any doubt as to the weight of grain. A farmer once suspicious of your scale is not easily convinced that it can be correct, this suspicion can only be dispelled by showing by actual test that your scale is correct. Time spent in this way will be paid in a confidence in your good intentions that is worth more than a pipe-line cinch on the markets.

The Ideal Dealer makes duplicate weight tabs of each load of grain, giving one to the farmer and retaining one. This method avoids errors in copying, or errors on the part of the farmer in putting the weights down in his book, and keeps one clear of many misunderstandings. The foregoing is but a few of the many traits of the Ideal Country Grain Dealer and I am sure that, were all the grain dealers of Ohio members of the Ohio Grain Dealers Association, active in its work, there would be even more of this type in Ohio than we have.

TELESCOPE CORN CRIBS.

What will I do for more crib room?
If I build new cribs, will I have use for



Telescope Corn Cribs.

they are worth to you, and you will educate your farmers to more careful methods in handling and marketing their grain.

The Ideal Country Grain Dealer loads none but sound cars, he inspects them carefully before having them shunted to his siding, and coopers them well before loading. A few cents spent in lumber and labor often saves dollars in grain strung along the right of way of the railway company, to say nothing of the postage spent in the controversy with your consignee as to which of you has a correct scale. He also exercises great care in weighing in the contents. Unless he has been an "Ideal" long enough to have risen to the dignity of a track scale, few of whom have in Ohio, he will have but a small hopper, which to be accurate requires great care in weighing. In the matter of billing and invoicing he saves much trouble and annoyance to the buyer as well as to himself, by adhering closely to shipping instructions, and not permitting the wily railroad agent to give him "something just as good."

The Ideal Country Grain Dealers relation to the farmer, with whom he has to deal more often than with the outside world, is of vital im-

portance. These questions are asked every day by country elevator men, who are busy receiving this year's enormous corn crop.

Few grain men have made preparation for storing the large corn crop of this season and a majority of them will not have sufficient crib room. Many are looking around for estimates on cribs, and wondering if it will not be rather expensive to pay out so much just to store one large crop, as there may not be so much corn to handle again for several years.

The accompanying cut shows a portable telescope corn crib which is manufactured by The Elliott & Reid Co., of Richmond, Ind., which can quickly be set up anywhere and easily moved to suit the convenience of cribber. This crib is

strong and durable and costs about one cent per bushel capacity; in the large sizes even less. They are made of both oak and yellow pine staves bound by five cables of heavy galvanized No. 10 wire.

The cribs are made in two sections, one is set up and filled first, and the other is set inside it on top of the corn and filled. They are called telescope cribs because when being emptied the upper section may slip down inside the lower section like a telescope.

Each section is four feet high. Small patented links are furnished to hook the ends of each section together, and large links to go across the door way of the lower section, to hold the walls when the small links have been knocked out to make the door opening. The large links are hooked onto the top and bottom cables of the lower section, only across where the ends have been joined by the small links and before filling. The door is the free end of the lower wall between the two hooks of the long link. Boards are to be placed across where opening is to be, to retain the corn when opening is made. The crib is filled by throwing the corn to the center. After the crib is empty the cribbing can be rolled up like carpet and stood out of the way until again needed.

THE SUPPLY TRADE

The King Mfg. Co., bag manufacturers, Cincinnati, O., owing to increased business, has moved into larger quarters.

The Marseilles Mfg. Co., Marseilles, Ill., exhibited a line of its feed mills and corn shellers at the Peoria Corn Carnival.

The Foos Gas Engine Co., of Springfield, O., has recently made shipments to Stockholm, Sweden, and Rotterdam, Holland.

Younglove, Boggess & Co., elevator builders, Mason City, Ia., have built over \$80,000 worth of country elevators during the past season.

The Challenge Windmill and Feed Mill Co., Batavia, Ill., has filed articles of incorporation in Missouri, with headquarters at Kansas City. Capital, \$30,000.

We have received a copy of the general catalog No. 4 of the Buhl Malleable Co., of Detroit, Mich. Its contents include a line of elevators, machinery and supplies.

The Wheat Separator Co., of Lexington, N. C., is a new company which will manufacture grain separators. The officers of the company are R. T. Pickens, president, and W. F. Welborn, secretary.

The Weller Mfg. Co., Chicago, Ill., has just issued its price list No. 16 of power transmitting appliances, elevating and conveying machinery, mill, elevator and mining supplies. This catalog contains 142 pages of descriptive and illustrated matter. It is well indexed which makes its contents more available and the book much more valuable to the recipient.

Catalog No. 56 of the Jeffrey Mfg. Co., Columbus, O., has been received. It contains 275 pages of illustrated and descriptive matter of the large and complete line of elevating and conveying machinery manufactured by this company. Many of the illustrations are reproduced from photographs of machinery in actual use, which show clearly how the appliances used can handle the material economically. Copies will be sent to all interested upon application.

STEAM HEATING IN GRAIN ELEVATORS.

By G. W. G.

The winter season is drawing nigh and soon it will be necessary to turn steam into the pipes, coils and radiators in the office, weighman's room and men's dressing room, which are the parts of an elevator that are usually heated.

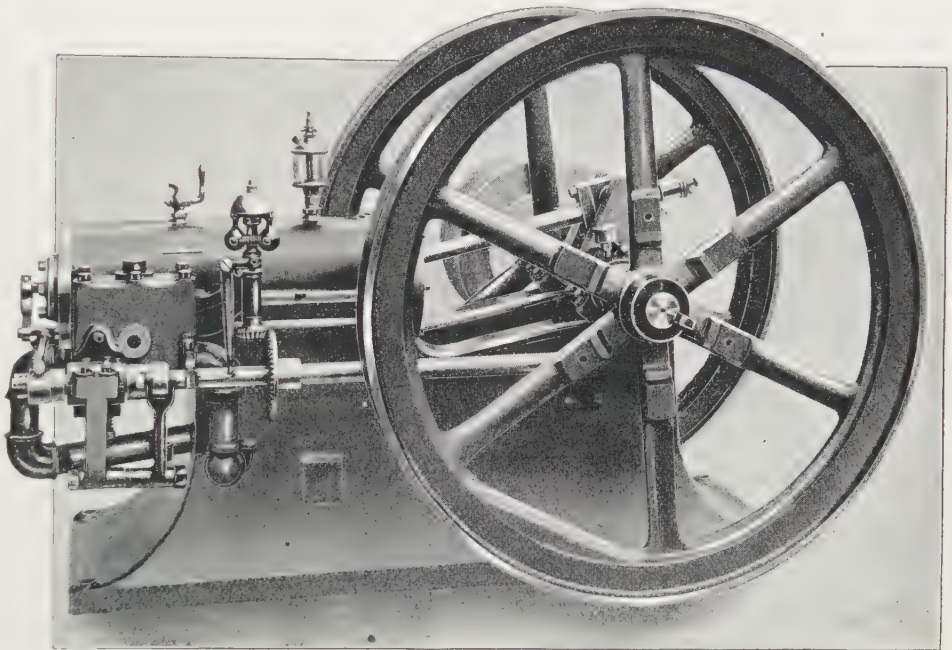
With the placing in service of the steam heating equipment comes an increase in the fire risk in consequence of the steam pipes coming in contact with the woodwork. The skepticism of some persons as to the power of steam pipes to ignite wood in contact is not warranted by the facts. It has been clearly demonstrated by scientists that wood thus constantly heated assumes the condition to a greater or less degree of fine charcoal, a condition the most favorable to spontaneous combustion. On slight cooling a considerable quantity of oxygen is absorbed from the air which in-

THE MONARCH GAS ENGINE.

The close margins on which grain is bot by country shippers makes it necessary for them to conduct their business as economically as possible. This especially is true at small stations where the volume of grain handled is not large. One of the main expenses incurred is for power with which to unload, clean and load the grain. Since the gasoline engine has ben put on the market it has taken the place of the blind horse and in many instances of the steam engine.

The accompanying cut shows the Monarch Gas Engine, which is manufactured by the Monarch Gas Engine Co., of Indianapolis, Ind. This engine is well adapted for elevator work, and combines reliability, close regulation and other desirable qualities to be found in the modern steam engine. It is economical in the consumption of fuel, having a positive ignition and proper gas mixture, which are two of the most important features of a gas engine.

The engine has few working parts and



The Monarch Gas Engine.

duces a sufficient rise of temperature to set up spontaneous combustion.

A careful inspection should be made of heating apparatus and all defects in this respect remedied prior to the turning on of steam. Coils and pipes should be made secure. In some cases it will be found that the screws that support the coil are loose, the wood into which they are fastened having become charred by the heating of the screws, thereby causing them to loosen and fall out.

Woodwork should be cut away where it is too close to the coil or steam pipe. Metal thimbles should be placed on all pipes passing thru floors. Dust and all other accumulations should be cleaned off all pipes and radiators. This is a necessary precaution that costs little and may be the saving of a great deal. Greater precaution in the arrangement, fitting and care of apparatus and pipes will prevent numerous mysterious fires that doubtless owe their origin to this cause.

they are accessible so that any one may easily be removed.

The governor is strong and very sensitive, thereby giving as close a regulation as is attained in a steam engine. Another feature is that the speed can be varied while the engine is in motion. This is accomplished by a positive lock operated by the governor, which holds the exhaust valve open, relieves the action of the receiving valve and at the same time relieves the engine of unnecessary compression by taking in and freely expelling the air thru the exhaust valve.

The engine is piped for both gas and gasoline and is so arranged that the operator can change from one to the other while the engine is running.

The exports of linseed oil cake during the eight months ending Sept. 1, as reported by O. P. Austin, chief of the Bureau of Statistics, have been 305,865,000 pounds; against 322,000,000 and 257,832,000 pounds, during the corresponding periods of 1899 and 1898.

ADVANTAGES OF NEW BOARD OF TRADE METHODS.

(From a paper by Wm. J. Pope read at Peoria meeting of Illinois Grain Dealers Association.)

In speaking to the "Advantages of the New Board of Trade Methods Over the Old," I shall assume that your committee intended that the recent shortening of trade terms should be chiefly considered, and will confine my remarks to that branch of the subject, though there are other "new methods" as the recent expulsion of some members and the suspension of others from the Board—declares.

We can better understand the necessity for the remedy if we are fully informed as to the disease, and can bear more cheerfully the bands of restraining enactments, if we recognize the evils they are intended to suppress or regulate. Let us therefore consider for a moment the conditions attendant upon the business of the Chicago Board, when these new rules were adopted, conditions, alas, that still too extensively burden trade.

Prior to the panic period of 1893 to 1896 inclusive, the business of "hedging" in the Chicago market all grain owned anywhere, and of straight simon pure short selling, had assumed enormous proportions and threatened at times to destroy values and paralyze trade, but in the panic period named, it reached the climax of its full flower. No. 2 wheat was pushed to 50c in 1894, No. 2 corn to 19 3/4, and No. 2 oats to 14 3/4 in 1896. In this same year 1896, when there was no particular money pressure—mess pork sold in Chicago market at \$5.50 per bbl., prime lard at \$3.05, and short rib sides at \$3.05 per hundred pounds. The bears held high carnival and "there was a sound of revelry" by day—as well as night. Individual dry goods men who never handled a bushel of actual grain, hammered the market with 10 to 15 millions of short wheat (and other commodities in proportion), with a nonchalance and braggadocio, worthy of a brassy tout at a "crooked" horse race.

The man who owned any grain, was shunned by the banker and pitied by the public. It was at this time that a few men began to see "the beginning of the end," unless some measures were planned to curb the abuses then so wide-spread and arrogantly assertive, and the labors of these thoughtful men, are but partly expressed in the new rules of the Board, now under consideration.

The Chicago market has for years past been considered the thermometer of grain values—for the wide-world. Can any system be a wise one that permits any and all persons, at any and all seasons, to pile ice in unlimited quantities and practically with full immunity, upon the bulb of this thermometer while the uninitiated wonders that the mercury does not rise—or prices advance? The natural ice around that bulb, is sufficient for practical purposes. The rules seek to keep some of the artificial ice away from it, and to give the buyer a more equitable and somewhat nearer even chance, with the seller.

Think for a moment what the Chicago market has to carry. The traveling drummer—from cigars to threshing machines, sees the new spring wheat peeping through the ground in April, and sells from ten to twenty-five thousand each for July, so as to "get in early." He writes to the newspapers and tells every one he meets, of the big acreage and fine crop promise. He advises every listener to sell it short and makes many converts. Then as the crop gets a little more forward, the country dealer sells it freely for future delivery, and the city dealer learning all this, takes his whack at it on a larger scale, and the chronic professional bear "lets it go" every day—in quantities to suit—until before the crop is actually harvested, it has all been sold twice over, by men who never raised—and perhaps never owned a bushel of actual wheat.

The same process follows with the winter wheat crop, and the tentacles of this tarantula reach out for and embrace the crops of all grain, flax seed, etc. Further, in a semi-legitimate way, the ice is piled on the well watched bulb.

The dealers from the middle west to the foothills of the Rockies, have been made afraid to father ownership in unhedged grain longer than over night. The grower comes in from the farmer and contracts his grain to the dealer—who sells an equal quantity for some future at Chicago, or accepts a track bid from some buyer who usually sells two bushels ahead in Chicago for every one he buys in the country, and then yelps about his large country acceptances, taking good care that every yelp is published by the city press.

Every bushel owned by every elevator man, is sold for some future in Chicago. Any other attitude would invoke derision from their fraternity. Practically all the grain bought by the numerous grain companies in the Northwest and Southwest, at St. Louis, Toledo, Cleveland, Buffalo, etc., is sold for future delivery—(that is hedged) in Chicago. Nearly all the grain shipped from Chicago by exporters, is hedged by sales of Chicago futures—until the actual grain shipped is sold to the foreign consumer. Thus practically all the grain in transit from the farmers' fields to the station, in transit on the rails, the lake or canal, or afloat on the sea, beside all that is held

in city elevators and most of that stored in country elevators, is hurled at the Chicago market and dumped there.

Add to this the unlimited and unknown quantity of "wind" grain that represents nothing but the will and whim of the seller (one party alone last October had 10,000,000 bus. of such wheat on the market at one time), and then ask yourselves if something should not be done to protect that too much assailed bulb. Contemplate for a moment this rushing volume of selling with its wind or cyclone attachment, and then ask yourselves, from whence come the buyers?

Who can be found to buy it all?

That became a grave question in 1896, and it is a serious one today. Unless something is done to put the buyer on an equitable basis (as he has not been) with the seller, he, the buyer, must ere long become extinct. To defend this long suffering buyer and to secure for him a fair show and if possible—"equal rights," these new rules were introduced. Hitherto the speculative trading centered in four different futures—May, July, Sept. and Dec., each year. The premium on wheat from May to July and July to September has averaged 2 1/4 c. for each period from September to December 3 c. and from December to May again 4 1/2 c. per bu., say 12 c. per bu. per annum.

In 1893, these premiums amounted to more than 20 c. per bu. on wheat. At this rate for two years and a half, the short seller would collect enough money on wind sales, to own the actual holder's wheat—at the price made in 1894 of 50 c.

What do you think of a system like the old long four term one, that permits a short seller to claim the benefits that accrue to the elevator man for storage, to the banker for interest, and to the underwriter for insurance; and not only to claim them all but to collect them all, without rendering the service of either, or any service whatever?

A fairly well authenticated story is told of a New York man who lived in idleness but made \$20,000 per year, by collecting a toll of 10 c. per bu. net yearly, by a short sale of 200,000 bus. wheat in the Chicago market, changed over from term to term and from year to year, through several years, with the price lower at the finish, than when he started. Many others have done the same thing, both on a smaller and a larger scale.

What show has an ordinary buyer against such a system?

It is estimated that the Chicago market carries in purchases for one future or another, at times, 50,000,000 bu. more grain than is actually in store there. Most of this 50,000,000 bu. excess has nothing back of it but nerve. If 10 c. per bu. were collected upon this excess quantity, we find the buyers paying \$5,000,000 annually, for nothing, for worse than nothing, as under the system they are furnishing the enemy with sinews of war, in a combat at once unfair and unequal. There probably never was or ever will be, any scheme devised by the mind of man better suited to chloroform, deceive and fleece the buyer of any commodity than the one so long in use here, as applied to futures in grain. Not that grain might not be and should always be just as legitimate a purchase and quite as attractive to the investor, as salt, sugar, hides, or houses, factories or farms. But unfortunately under the old system, the lever of capital was rarely ever applied to purchases. The speculative buying has been for some "future" and as the delivery day approached, the Chicago broker would appeal for instructions as to "what to do with it" and invariably advised the customer to "change it over" to some more deferred future—paying of course a smart premium for the privilege. Neither the customer or the broker ever thought of paying for what they had first bought, though the local banker would cheerfully advance the necessary funds at low rates, and though the cost of carrying the grain when paid for in a manly way would amount to less than might and would be paid to some short seller for extending—what under a proper system might be a "pinched" or defaulted contract.

The new rules aim at some abridgment at least, of this exploded boot-strap policy. If men can be helped to see that it is wise to pay for wheat they buy, especially if they wish to promote its value then this preliminary work of the Board is worthy of commendation. It has the effect of increasing the number of holders of the grain in store here. Formerly a few men "carried" all the wheat here, against sales for future delivery, and when shippers or exporters wanted cargo lots these carriers often exacted a large premium over the quoted price for the grain they were thus holding and legitimate traders were frequently squeezed in this way. Further these carriers as each delivery day approached, announced on the floor of the Exchange and in the public prints that they would deliver millions upon millions of grain on the first delivery day following, with shrewd suggestions and hints as to the havoc such deliveries would cause in the market. The receipts were assorted as to expiring storage on the day of delivery to create all the havoc possible, and the suffering public would again pay enormous premiums to have the grain carried to the next term.

The new rules for shorter terms has caused many buyers to pay for grain as delivered and

carry it themselves. The number of owners and holders of actual grain has greatly increased, and since the application of the new rules, the premium from month to month on wheat has not exceed 3-4 c. per bu., or 9 c. per year, against a former average charge of 12 c. per annum. This amounts to a large sum and for this alone the change should be commended. Shippers can now buy cargo lots with ease and at the fair market. A greater disintegration of the old harmful methods will follow.

However I regard the new rules as but stepping stones to better things, and to a still higher standard. Personally (and I am now speaking for myself only) I believe that the only correct basis for the trading in grain, is the cash basis. All grain sold should be delivered within 24 hours of the time of its sale, and all trading in futures should be abandoned, in fact prohibited by the rules of every commercial organization in the U. S. This change should come about, not by legal inaction or officious legislation, but as the result and determination of the good sound sense of the men engaged in the business.

If all trading were made upon the cash basis, then the seller and the buyer would be upon the same level. It would not be possible for the short seller to collect large premiums upon sales for future delivery, implying the carrying of grain when no carrying was done. Under the present system, if the market should advance 10 c. per bu. in a year, the short seller would not be a loser, because he had collected that sum in premiums. Under the cash system however, if the market advanced 10 c. per bu. and the short seller kept the trade open that long, he would lose 10 c. per bu. and the present peculiar privilege which he enjoys, as against the buyer, would be taken away.

Further if all the trading was done upon the cash basis, the utmost amount of storage that the buyer would have to pay, would be the amount earned upon the actual quantity of grain in store at Chicago, while under the present system, as I have already attempted to show, the buyer frequently pays the equivalent of storage, interest and insurance upon 40 to 50 million bus. of grain, in excess of the actual quantity here.

Time will not permit, nor space allow, the argument that could readily be made, to show that on no other basis, except that of trading in cash grain, can the buyer and the seller in the Chicago market, be put upon a fair and equal standard. There only remains perhaps to be said, that the short seller would not be restrained as to quantity, nor would he be denied anything as to facility for the exercise of his privileges to the fullest degree. If he wanted to sell a million bus. of grain in a minute, he could do so at the market price, and borrow the grain for delivery from any holder that would be very ready to lend it to him, because while the grain was loaned, the accruing storage for that period would be saved to the original owner.

Again in making large sales on the cash basis, very frequently the buyer and the seller no doubt could agree to have the grain subject to call on the part of the buyer, or to delivery at the pleasure of the seller, but the price would be the cash price, and no premiums would inure to the benefit of the seller.

If anyone has the least doubt that such a system would in any way embarrass the short seller, or abridge his privileges, he has but to look at the New York Stock Exchange (where the cash system applies in the delivery of all securities sold) to satisfy himself that the short seller would have under such a system, every facility that he could reasonably demand.

Now as to the interior grain dealer, as represented in this body, there are many phases of this matter to be considered. I will admit at once that perhaps there would be some disadvantage to you in being denied the privilege of storing oats and selling them for May delivery at such premiums as have been for years current, but the advantages on the other hand greatly outweigh this small item.

As to the cribbing of corn and the selling of same for May delivery, it is fast becoming unprofitable and out of date. The prices that are paid for corn for winter shipment, have become relatively so close to the price of May corn, that the cribbing of corn and the selling of the same for May delivery at the same time, is almost impossible. There would be nothing in the new plan that would prevent any good grain merchant from buying and cribbing ear corn at any time that he considered the price attractive, and the quality sufficiently good. Indeed if the business of the great grain markets of the Union were transacted upon the cash basis, I have no doubt that the merchandising in grain on the part of the interior dealer would become more general than it has been of late. Under the present system, nearly all the dealers are simply "scalpers". The grain is often sold before it is bought, and if not; immediately after, for a profit of 1/2 or 1 c. per bu., and is disposed of in a "touch and go" way; as though it was something to be afraid of, and if handled at all, in a timid, gingerly fashion, with apologies to the respectable public.

This feeling has come about, because of the low status that has been established in the great centers under the old rules, when the results of indiscriminate short selling have produced the

sad effects hereinbefore mentioned. Such a basis of trading as I have suggested, would not in the least interfere with the system of track bidding at 10, 20, or 30 days shipment, or of the buying of property at the cash price from the dealer, with the grant to him of any reasonable time for its actual delivery.

The best thought of the Chicago Board of Trade is centered toward the promotion of the legitimate grain trade, and I feel very sure that none of its officials would sanction any measures, calculated to do other than benefit this important interest.

If at any time the Chicago market reached a price for any given grain that seemed attractive to the holder of like grain in the country, and he wished to make a sale of his holdings, he could readily do so, by ordering his correspondent at Chicago to sell such a quantity of grain, the sale could be made and a stipulation made with the buyer as to time for delivery, or the quantity sold could be borrowed upon the Chicago market and delivered upon the sale and the amount borrowed, could be returned from the grain actually shipped to fill the original sale. There would not be any interference whatever in the freedom of business, and the material change would be the taking away of false premiums and the abolition of the payment of enormous sums yearly for the carrying of grain, that is never carried.

Lastly, it is your duty to consider this matter from the standpoint of the agriculturist, the grower. It is a true saying that agriculture is the basis of prosperity in this country. When prices were depressed to the low figures mentioned in the years 1894 and 1896, the majority of farms throughout the West were plastered with mortgages, and the owners under their trials had become populists, and were apparently ready to take the next step into anarchy, if their burdens were not relieved.

With the better prices for grain, the mortgages have been annulled. The farmer has thrived and the benefits accruing to you is shown in the easier money market in your respective towns, and perhaps also with the good stiff balance that the average farmer leaves at his credit with you, without interest and without price. This agriculturist is entitled to your support toward the destruction of any system that interferes with his rights. That far you certainly all can go, if not further.

In closing I may mention another new method secured by the Chicago Board of Trade, that is the change in the plan of calculating extra storage upon grain. Instead of $\frac{1}{4}$ c. per bu. for each 10 days or part thereof, the rate now is 1-40 c. per day, and while the annual charge is not changed, the new system works greatly to the benefit of the cash buyer. Under the old method, the buyer might have delivered to him on the afternoon of any business day, a quantity of grain upon which the extra storage would expire on the day of delivery, so that if he desired to put the grain upon the market the next day, he would be saddled with a loss of $\frac{1}{4}$ c. per bu. for storage alone, or say \$12.50 upon each 5,000 bus. Under the new and better plan, the most that a buyer could lose under exactly similar conditions would be \$1.25.

The rate of storage however is still too high, and further mild reduction is promised, but I can see no reason why the rate of storage in Chicago will not exceed 3 c. per year, when all grain to 6 c. per year—the rate now voluntarily accepted at Duluth. In my opinion, the time is not far distant when the rate of storage at Chicago will not exceed 3 c. per year, when all grain business will be done upon the cash basis, when the buyer and the seller will have equal rights, and when those engaged in the grain business, both by the public and the press, will no longer be regarded as possible gamblers, but as reputable and intelligent merchants, commanding and receiving the respect of the financial, commercial and social world. To the accomplishment of this desired end, it is my duty, and yours equally, to labor until we herald the dawn of that glad and desirable day.

SUITS AND DECISIONS

The Spokane Grain Co., Spokane, Wash., has brot suit against J. H. Herreld for \$225 for failure to fulfill a contract for timothy hay.

W. H. Orendorf, of Lewiston, Ill., has brot suit against the Central Stock & Grain Exchange, of Chicago, an alleged bucket shop, to recover \$1,098 said to be due as margins and profits.

The card rate plan of regulating the selling price of flour has been brot to the attention of the grand jury in a Kentucky city, as an alleged violation of the anti-trust laws. Local grocers agreed with the manufacturer to sell at the price fixed by the card. The prosecution argues that an agreement of merchants to buy or sell at a price fixed in this manner is a violation of the law.

Recovery against an employer for the death of an employe is held to preclude any right of the employe's representatives to recover on an insurance policy taken out by the employer, which includes a clause insuring against death or injury of an employe, and provides for payment to the employer "for the benefit of the injured person, or his representatives." (N. Y. L. R. A. 512.)

The claim of a charterer having full control and management of a vessel, and supplying her master and crew, for loss of freight resulting from a collision, for which such vessel was adjudged equally in fault, against the fund arising from the sale or bonding of other offending vessel in proceedings instituted by her owners for limitation of liability, stands on the same footing as that of the owners of the chartered vessel, and is subordinate to that of the owners of her cargo. In re Lakeland Transp. Co., 103 Fed. Rep. (U. S.) 328.

Since defendant delivered the wheat at the point of shipment, took bills of lading in his own name, endorsed them, drew for and received payment of the full purchase price before inspection, the title passed to the plaintiff when the drafts were paid, and the purpose of an inspection by plaintiff was to determine whether the wheat complied with their contract with defendant for No. 2 hard wheat, and not to select wheat of that quality from the shipments made by defendant. U. S. Circuit Court of Appeals of Mo.

In the suit brot by the Manchester Insurance Co. to enforce collection under a policy of reinsurance on the Pacific Elevator, the Appellate Court of the second division at Ottawa has rendered a decision favorable to the Insurance Company of the State of Illinois. The court's decision cites that there was no reinsurance at the time of the fire in the first place, and had there been reinsurance it was canceled by previous notice. The case involved a policy of \$3,500. The lower court gave a verdict in favor of the State of Illinois and appeal was taken by the Manchester. It was claimed that the cancellation was effected by telephone.

The Indiana Appellate Court recently held that where the owner of grain delivered it to a warehouseman under a written agreement reciting the receipt of the grain and the warehouseman's agreement to pay the market price per bushel at any time up to a designated date and that it was held subject to the owner's risk of loss by fire; the grain was placed in bins, and mixed with grain of like

quality belonging to other persons; and the warehouseman sold grain from such bin but at all times had on hand a sufficient quantity of grain of like quality to re-deliver to the depositors the quantity deposited by them; that the transaction constituted a bailment, and not a sale and that the warehouseman was not liable for the market price when not demanded until after loss by fire.

SEEDS.

C. A. Nellis of New York, is buying fifty-carloads of seed in California to fill his contract with the government.

The highest award for an exhibit of alfalfa and timothy seed at the Paris Exposition was made to the C. A. Smurthwaite Produce Co., of Ogden, Utah.

The A. A. Berry Seed Co. of Clarinda, Ia. has completed its 4-story brick storage and elevator plant. Mr. Berry's business has developed from a small beginning. He will send out this year more than 40,000 catalogs.

A Missouri seed dealer writes J. F. Zahm & Co.: We are just beginning to appreciate the fact that in some of our best producing sections here, from 65 to 75 per cent of the crop has been shipped out. This is a very unusual condition so early in the season, and farmers generally are disposed to sell as soon as threshed, owing to the present prices which prevail.

Germany and central Europe generally, cannot raise nearly enough clover seed to supply the home demand and must always import large quantities. If they object to American clover seed as producing a stalky hairy plant not adapted to their wants, it is important to see if we cannot raise German clover seed to perfection and so keep up our large exportation of this farm product.

C. A. King & Co., Toledo: October clover seed here is enjoying a little squeeze. Question now is how much prime will come forward. Price compared with low grades is sufficiently high to attract what little prime there is or can be made in the other markets. Some of the local dealers are the principal shorts and will work hard to secure two seed which can be re-cleaned into prime. They have a little and will probably secure some more. Most of the shorts may be inclined to be stubborn.

J. F. Zahm & Co., Toledo: The cash demand for clover seed continues good, foreigners being in the market right along. The shipments out of here are quite large. Receipts are a good deal less than one and two years ago, which shows that the crop was a short one. Surely no one in the country is holding back seed for higher prices now. On the other hand most shippers are sending it in just as fast as they buy it, although a few have had the nerve to wait until they got a car load. These shippers have made some nice money by so doing.

Our exports of breadstuffs for the nine months ending Oct. 1, as reported by O. P. Austin, chief of the Bureau of Statistics, included 69,065,000 bushels wheat, 134,410,000 bushels corn, 24,112,000 bushels oats, 1,760,000 bushels rye, and 10,968,000 bushels barley; compared with 81,762,000 bushels wheat, 146,991,000 bushels corn, 33,922,000 bushels oats, 4,492,000 bushels rye, and 7,891,000 bushels barley, during the corresponding period of 1899.

The average condition of buckwheat on October 1 was 72.8, as compared with 80.5 last month, 70.2 on October 1, 1899, 76.2 at the corresponding date in 1898, and 82.2, the mean of the October averages for the last ten years. There has been a decline during the month in New York and Pennsylvania, the states of principal production, of 10 points and 8 points, respectively.

Wheat receipts at four winter and four spring grain markets for the 15 weeks ending Oct. 15, as compiled by the Cincinnati Price Current, have been 90,285,000 bushels; compared with 84,426,000 bushels a year ago. For the week receipts were 6,610,000 bushels; compared with 5,994,000 bushels for the preceding week and 8,091,000 bushels a year ago.

MEETING OF ILLINOIS DEALERS.

The semi-annual meeting of the Illinois Grain Dealers Association was held in the assembly room of the City Hall at Peoria, Ill., October 11. The meeting was called to order at 2 p. m. by Pres. B. S. Tyler, who introduced Mayor Lynch of Peoria.

The Mayor extended a most hearty welcome to the dealers and in part said: I think it unnecessary to tell you that Peoria feels honored in acting as your host. I hope you will enjoy yourselves. I used to be in the grain business, but have quit and am now making an honest living. If you get in trouble call on the Mayor or the police.

President Tyler responded in behalf of the association thanking the Mayor for his most cordial welcome. He related an incident that happened at the meeting in Peoria in 1897, in which one of the dealers lost his overcoat, but he stated that thru the efforts of the police it was returned.

Illinois is one of the greatest corn states, she produces 280,000,000 bushels and consumes 175,000,000 bushels of it, no city can beat Peoria in the consumption of corn for she uses from 60,000 to 70,000 bushels per day.

President Warner of the Chicago Board of Trade prepared a paper on "The Evils of the Bucket Shop System," which was used by Secretary Baxter.

Capt. I. P. Rumsey of Chicago, read a paper entitled "Public Elevator and Commission Men," which will be published in the next number.

P. B. Miles, Peoria: I do not see how special rates are obtained by the favored few. What is the remedy to get back the old rates?

I. P. Rumsey: I believe in enforcing the laws we have, compelling railways to give clean bills of lading and guarantee rates. Railways have too much power, they have no right to lease their elevators. They should give us free storage for first 10 days.

P. B. Miles: There is a class of grain men who have certain advantages. I believe if they were placed on the same footing with us that they would go out of business. We should have a law passed, putting all on one equal footing, give the same freight rates for all.

F. F. Collins, Cincinnati: You cannot get anything from the Inter State Commerce Commission. "Reciprocal Relations Between Regular Shippers and Commission Merchants" was the subject of the paper by J. W. Radford, of Chicago, from which the following is taken:

Edward G. Heeman's paper on "Grain Trade Talks," brot out a lively discussion on the advantages of consigning, as compared with selling track. From his paper we take the following:

GRAIN TRADE TALKS.

I understand this meeting is partly for the purpose of giving the commission men an opportunity to tell their troubles. If I were to attempt to tell all of mine, I am afraid this meeting wud last late into the night.

The subject "Grain Trade Talks," I naturally infer was assigned to me to explain to you more fully my objects in publishing and distributing these booklets. I take it for granted all or the most of you, have received and read "Grain Trade Talks," so I will not dwell upon the previous numbers, excepting to say that up to date I have issued four of these "Talks," and over 30,000 of each number has been distributed. It was my intention to place a copy in the hands of every regular grain dealer, miller and trader in this country and throughout Canada, and if there is anyone who has not received them it is because I did not have his name. They have met with a wonderful demand, many writing for additional copies. I have even had inquiries from foreign countries: from England, Ireland, France and Switzerland. Re-

quests for from one to five hundred copies for distribution came with the first issue, from Milwaukee, Minneapolis, Duluth, St. Louis, Detroit, Indianapolis, Cincinnati, Toledo and Eastern commission houses; which were repeated and increased with each later number, all of which was very gratifying and gave me encouragement, as I felt quite sure then the course being pursued and the objects intended, were meeting with approval.

In each number I endeavored to cover fully the particular subject or evil dwelt upon. Evils; yes, I will add, I do not believe there is a business in which so many evils exist or where so many opportunities present themselves to take unfair advantages as in the grain trade. For instance, in the very beginning, careless—sometimes intentional misgrading, which a commission man will soon have rectified. Then next comes unreasonable discounts on off grades, wherein lies the greatest opportunities, and in fact, is the principal source of profit the elevator man figures upon when making you such apparently attractive bids.

Short weights is another great evil you have to contend with, but to a great extent this has been remedied; however, through no effort or willingness of the elevator man. You can thank the Illinois, and other grain dealers associations, and the commission men for this, for you all remember the fight we had on our hands some years ago in Chicago before official Board of Trade weights were agreed to, especially at some of the local industries.

I would like to tell you all about what I consider is the greatest evil of all—"The Elevator

case now with certain kinds or grades of grain. For this, we can thank the railroads at which the certain elevator or elevators are located. If you will discontinue selling to the elevator men, you will help us to a considerable extent, to drive them out of business. However, it is the intention to ask for the repeal of the present elevator law of the next Legislature, and in this we want your assistance.

I make this prediction—that if you continue to patronize or support this elevator combine, it is only a question of time, and probably a very short time, possibly only a few years more, until you will either be forced out of the grain business entirely, or you will be working for so much per day or month for one of these pretended friends of yours—the elevator man. Take my advice, select some good commission house, ship them all your grain. If you do not care to take the risk of consigning it, anyone of them will place it for you to arrive, and I know that after you have tried this plan for three, six or twelve months, you will find you have made more dollars net, not cents, or fractions of cents, "figured from the back of a postal card", as Mr. Pope says; and by ignoring these baits or postal card bids, you will give encouragement to the commission men to work all the harder for you.

W. H. Chambers of the Peavey Grain Co., Chicago: I treat our customers as well as receivers. If grain misses grade I wire and ask him what to do and wait his instructions, or I will turn it over to the commission man.

J. D. Parrott, St. Louis: Mr. Chambers, you have been all thru the mill. Do you ever try to get the grade of grain raised for your customers?

Mr. Chambers: I received some good 3 spring wheat that was raised by irrigation in Nebraska. It was graded 3 hard, I went to Inspector Smillie and took issue with him, but he said it was 3 hard, and the certificate went to the dealer as 3 hard, but the price went as 3 spring. Competition among the elevator companies is so severe, that if a man falls down with his customer he loses his business forever.

G. C. McFadden, Havana: Some shippers think it best to sell track, I think it better to consign. When you sell track for so many days shipment, you are at the mercy of the railroads and often cannot get cars.

P. B. Miles, Peoria: The majority of track buyers are honest men and have been forced into the business.

E. L. Titus, Steward: I do not think we want to stop with the public elevators, but want to secure same freight rates from railroads for all. We have to accept track bids as freight rates are too high.

A paper by Wm. J. Pope of Chicago, on "Advantages of the New Board of Trade Methods Over the Old," was read by W. N. Eckhardt. It is published elsewhere in this number.

A. G. Tyng, Peoria, read a paper, The Country Shipper Should Protect the Commission Merchant and Broker to the Extent that he Wishes Them to Protect Him.

SHIPPERS SHOULD PROTECT COMMISSION MERCHANTS.

It is an old saying that "Self preservation is the first law of Nature." It is also true that self interest is so germinal to self preservation as to be almost identical with it. The interest of every grain shipper is to obtain the greatest profit from his shipments, and the question too often is narrowed down to the matter of a profit of a single or occasional shipment, and the broad principle which is more important, the annual profit on the business of the year, when all transactions are closed and differences paid, is entirely overlooked. It is merely a question of profit and loss, not one of sentiment. If it is a fact that taking all conditions under consideration, from a broad standpoint, the grain shipper realizes more actual money by selling direct to consumers or elevator buyers, than by doing business through the regular grain houses, the business will be done this way to a greater extent each year.

You might as well try to force water to run up hill as to try to stop it. If it is a progres-



H. C. Mowry, Secretary.

Monopoly," but as that is the subject of my next book, I will not say much about it at this time. I will attempt to show in "Grain Trade Talks No. 5" the downright rottenness of the elevator business as conducted in Chicago, by what is getting to be the greatest and most dangerous trust in existence. When all their tactics, schemes before and after getting possession of the grain, unfair and illegitimate business methods are collected and compiled together, it will make such interesting reading that I know you will appreciate it much more than if I should only touch upon the matter here.

My object in sending out "Grain Trade Talks" was to help place the grain business on a plane where everyone will have an equal chance, but not until the elevator monopoly is crushed out of existence will this be possible. We commission men can accomplish but little without your assistance.

I could never understand why so many of the country shippers have shown a disposition to encourage or persisted in dealing with any of the elevator men. They will at no time, at least they never have done anything that could be construed as being for the interest of the country shipper—they are doing the very opposite whenever there is an opportunity. Your only and true friend is the commission man. Who posts you about the markets? Who gives you his honest opinion or advice? Who looks after your every interest when your grain reaches the terminal market? Certainly not the elevator man.

What a grand market we would have in Chicago if it was an open market, as of old, with every car of grain being competed for by hundreds of shippers, instead of being at the mercy of one buyer on some roads, as is often the

sion of business, that means an economy in the handling of grain, which is merely a step in the modern business methods, it certainly will prevail. However, is this the case?

When the proprietors or operators of elevators or manufacturers of grain product make bids on grain to grain shippers based on prices at track stations, they do not do this from motives of philanthropy, but because they expect to buy their grain cheaper than they could in their respective markets, not possibly in single cases but in the average of years of business. They must do this, as the expense of making bids both by mail and wire, as well as the employment of extra force, both clerical and executive, for this class of work is certainly an additional one, which must be added to the cost of the grain, and frequently this expense amounts to a considerable fraction to be added to the price.

The shipper forsakes the commission merchant with whom he has been doing business in a satisfactory way for years, to accept track bids from above parties, only for the reason that he finds that he is getting more money for his grain, not on account of dissatisfaction with the former method of doing business, but for revenue only. If the charge for commission was a large one, and profits on handling grain were now as they have been in the past, both of these views of the case might be correct. However, with the present close competition in business and the narrow margin on which it is handled, it is impossible that both these reasons can be correct.

The buyer cannot get his grain at a lower price, and the shipper also sells his grain at a higher price, than if the business had been handled in the former manner through regular commission houses. One of these sides of the case must certainly be incorrect. It is quite safe to figure that the owners or operators of regular elevators would not buy grain at outside points at an expense and trouble to themselves unless they at least thought there was some benefit in it. What this benefit is I will leave to you to determine. I will not again go over the matter of difference in price between grain that misses grade as charged as against the shipment, or the question of price on surplus or deficit in amount shipped to fill the contract. You have all heard these matters discussed frequently.

The situation resolves itself into the fact that the manufacturer or elevator proprietor has use only for his purchases for specific purposes. When they are not adapted to purposes for which they are bought, the difference naturally seems greater to them than there might be to someone else who had other use for the grain. In cases of this kind the commission merchant who has charge of your shipment naturally finds it to his interest to search and find the party who can use the particular quality of grain which has missed grade to best advantage, and at times, can place it at even above the contract price.

The grain dealer by shipping to the regular commission houses is enabled to keep posted on the demand for various qualities of grain, the condition of the market, and many other items of information that are valuable to him and can only be obtained from each market by someone who is familiar with it. This continued attention to your interest can only be shown by one who has your interest at stake, which must be the case in a commission merchant to whom you entrust your shipments. This is certainly of value, and to my mind, much more valuable than possibly a small gain in price on special shipments which does not exist at all times. I cannot but feel that proficiency in any class of business is entitled to reward. You will naturally have the advantage of experienced judgment to aid you in forming your own conclusions. It would, therefore, seem to me that not only the best results can be reached in a pecuniary way, but in matters of ease and satisfaction in the shipment of grain and all other matters connected with the grain business, by confining your shipments to reputable houses who have made the grain trade a study for years. This line of thought only applies to shipments to regular markets.

The system of track bidding for shipment to interior points and for miscellaneous trade is one of the necessities of the business and oftentimes enables shipments to be worked direct from point of loading to consumer at a saving in freight and expense and is one of the needs of the present grain trade.

In handling grain for shipment to public markets, business must be done through established commission merchants or there will be no public markets of any kind. Parties in the commission and grain business cannot continue the maintenance of an open market without remuneration. They must have business or they will be driven to buying or building country elevators of their own or going into some other form of business. The question therefore is as I have said before one of self interest.

Can you afford to have the public markets destroyed as they certainly will be and trust to the mercy of elevator owners and manufacturers? Is it not better at times to make what seems to be a sacrifice of a small fraction of your profits rather than lose the safeguard of the various public markets which have always been and always will continue to be of use to you?

W. L. Dumont of Decatur, read a paper, To Grain Dealers who are Members of Illinois Grain Dealers Association.

C. S. Maguire of Cincinnati, gave a talk on "The Trials and Tribulations of a Commission Merchant." He said in part: I will tell you nothing new but something every one knows and give it to you as plain as possible. The commission man has a pretty hard time and earns all he gets, if he is honest and upright. He must have money or be in a position to take up drafts. Shippers are not as considerate to commission men as they should be. It would be a help if they would notify commission man one day ahead regarding drafts.

He must be a good judge of grain and pass on it. He should kick for correct grade. It is here that the commission man acts in the interest of the shipper and the track buyer does not, for it does not matter to him what grain grades.

He must have a large acquaintance and keep posted as to the needs of buyers. He must be familiar with the rules of his Board of Trade. Rules play an important part in securing him rights and privileges. He must be full of energy from



B. F. Walter, Traveling Representative.

morning till night. Act quickly on grain not grading right, kick to the inspector, get a new sample and receive the benefit of the day's market.

He must be familiar with the freight rates in the section from which he is doing business and not let the railroads run over him. He must be in touch with other markets besides his own.

The honest commission man has found by experience that honesty pays. I have been in business 33 years and it pays. We get business from points geographically out of line and from shippers who could do better elsewhere. We have treated them right and they stay with us.

A great mistake some shippers make is selling in our local markets. You do not want us to trade with scoop men, but you go in our market and sell our trade; we expect some day to have reciprocal laws.

F. F. Collins of Cincinnati gave a talk on the "Advantages of 'Jumbo' Weighing over Other Methods." He said: This machine is not for storage, it is a building on car trucks that contains a hopper scale, it will unload grain from a car, weigh it in one draft and return it to the car. It gives the very best weights to be had.

This system of weighing was used in Chicago, but with not very great success. The railroad tracks were not kept level, so there was some discrepancy in the weighing.

We had hard work to get the railroads interested in the machine. One reason was that two of the roads had antiquated elevators, they wanted all grain to be forced into their elevators, so as to get storage charges. We got the Pennsylvania Railway to bring a machine from Chicago to Cincinnati. It built a perfect track for four car lengths, which keeps the hopper level and the machine has done good work.

The Pennsylvania Railway seem very anxious to have correct weights. We showed them if shortages should arise that the freight would be collected on actual grain shipped, and that they should have pay for every pound hauled and in order to get this they must have facilities for obtaining correct weights.

It would be a big advantage if we had this system on the four railways entering Cincinnati for it would encourage dealers to ship to Cincinnati. Then they would know that they would get correct weights, and no dockage by elevators for shrinkage.

It was moved and carried that the chair appoint a committee of three to pass on all resolutions that would come before the meeting.

The following were appointed as a committee on resolutions. E. S. Greenleaf, Jacksonville, H. C. Mowry, Forsyth and D. H. Winans, Chicago.

President Tyler then urged all dealers present if not members to join and help the good work of the association.

The meeting adjourned till 8 p. m.

EVENING SESSION.

The evening session was opened by the reading of J. D. Parrott's paper on "Local Shippers Should Recognize the Rights of Brokers and Commission Merchants," by Secretary Baxter.

T. R. Ballard of St. Louis gave a talk on "Weighing Grain in St. Louis With Recommendations." He said: This is a paramount issue with us and in some lines we think that our market is the worst on account of the number of kicks. Sometimes we have shortages, but mistakes will happen and the fault is sometimes with the shipper. I sold three cars of Iowa corn to a mill and was told that they were short 300 bushels. The mill sent me sworn statement showing railway weights were within 100 pounds of mill weights. Shipper said he could do nothing. I said he would, I told him if he would not pay I would sue, he paid. A Nebraska shipper's weights were running both over and short, he put in an automatic scale and still there were shortages. He took special pains with one car, said he weighed it himself. The car arrived, it overran 240 bushels. I turned in a bill of sale for the entire amount and he has not shipped to me since.

The Merchants Exchange appointed a committee to secure the best system of weights. They investigated the systems employed at Chicago, Toledo, Baltimore, Milwaukee and other points and finally decided that Milwaukee's system was the best and we are now working to put in this system.

The city now controls all the scales, every load of grain is compelled to take city weights and pay 20 cents a load for it. The weighers are not responsible.

We have drafted an ordinance which states that the Merchants Exchange shall

be authorized to take charge of the weighing of all grain, hay and other farm products, received by rail or river at St. Louis, Mo., and East St. Louis, Ill., except grain received at public elevators in St. Louis, Mo.

This bill has been presented to the legislative committee and is in a fair way to be passed, if it is, it will take the weighing out of the hands of the city, and put it under the control of the Merchants Exchange.

F. M. Pratt, Decatur: Agree with your neighbors and pool your prices and you can not help but make money.

S. S. Tanner of Minier, being absent and not having prepared a paper on the topic assigned him, Revision of the "Law Governing Public Elevators of Class A," B. S. Tyler was called upon and made a few remarks as follows: This is a question that we have been familiar with for three years. I am not pessimistic, but am optimistic at all times. We failed to get this law repealed in 1897, for the other side outgeneraled us. But we will win. I believe that the law is unconstitutional. The manager of a public elevator is simply a custodian of other people's property and enter into bonds for the faithful performance of their duty. In 1897 when the amendment was passed Judge Tuley decided that they had no right to buy or sell grain under the law of 1871.

In 1897 they secured the passage of the amendment permitting them to deal in grain. Then they appealed to the Supreme Court and in June 1898 the Supreme Court sustained Judge Tuley. A petition was then filed asking for a rule to show why the public elevator men were not in contempt of court for violating the previous injunction. It seems to take a long time to decide the case but the people of Illinois will take care of this question next January and the law will be revised.

A resolution of condolence and sympathy was passed on the deaths of Mr. Orton, of Lincoln; E. E. Davis, of Lake City; H. S. Nichols, of Sadorus; G. E. Townley, of Indianapolis; A. E. Ward, of Champaign. The Secretary was instructed to put same on his records and extend to the families of the deceased the association's heartfelt sympathy.

A resolution was passed tendering a vote of thanks to the Mayor and the citizens of Peoria for the kindness received at their hands.

It was moved by H. C. Mowry that the Executive Committee be authorized to look over the constitution and by-laws of the association and recommend such changes as they deem necessary at the annual meeting next June.

Mr. Titus said he thought there ought to be a law against storing same as they have in Nebraska. As it was now, some elevators stored free for farmers and some made a charge, and that it caused dissatisfaction both among the dealers and farmers.

The meeting then adjourned.

OBSERVATIONS.

W. J. Scott of Chicago represented the Invincible Co.

Heeman's colored troubadours were highly entertaining.

E. D. Hamlin of Des Moines, Ia., was in attendance.

F. H. Hedges represented A. Brandeis & Son, Louisville, Ky.

The Grain Dealers Journal was represented by J. Carver Strong and H. R. Phillips.

T. A. Grier of T. A. Grier & Co., Peoria, was president of the corn carnival.

The Chicago delegation went over the Alton, and had a sleeper to themselves. F. F. Collins of Collins & Co. and C. A. Maguire of Maguire & Co., represented Cincinnati.

When you want advice go to a successful man and not as a has been—Chicago Commission Man.

Only one dealer that we know of brot his wife to see the Corn Carnival, C. W. Savage, Virginia, Ill.

The S. Howes Co. of Silver Creek, N. Y., was represented by its General Western Manager, Mr. B. F. Ryer, 11 Traders Bldg., Chicago.

J. F. White & Co., of Racine, Wis., had their Universal Grain Dump and Elevator in operation at the carnival grounds.

The Board of Directors of the Illinois Grain Dealers Association elected H. C. Mowry, of Forsyth, to serve out the term of Secretary Baxter, who resigned.

E. E. Dooley and J. R. Martin, distributed circulars describing the merits of the Ideal Automatic Car Loader. C. W. Dooley & Co., had a loader in operation at the exposition grounds.

The following were from St. Louis: T. R. Ballard, of Ballard, Messmore & Co.; M. M. Pool, of Daniel P. Byrne & Co.; James Parrott, of Forrester Bros.; E. L. Waggoner, of Brinson-Judd Grain Co.

Peoria dealers in attendance at the meeting were: P. B. Miles, of P. B. & C. C. Miles; A. G. Tyng, of Tyng, Hall & Co.; Ben Warren, Jr., of Warren & Co.; and R. C. Grier, Secy. of Peoria Board of Trade.

Those present from Chicago were: Wallace Armstrong, of W. R. Mumford Co.; M. S. Bacon, of Rogers, Bacon & Co.; W. H. Chambers, of Peavey Grain Co.; Geo. B. Dewey, of Calumet Grain & Elevator Co.; W. N. Eckhardt and J. W. Radford, of Pope & Eckhardt Co.; Jos. P. Griffin, of Chicago Glucose Co.; E. G. Heeman and L. B. Wilson, of Ware & Leland; John F. Howard, of Merrill & Lyon; J. H. Moberly, of Weare Commission Co.; H. M. Paynter, of Milmine, Bodman & Co.; I. P. Rumsey, of Rumsey, Lightner & Co.; P. A. Stephens, of E. W. Wagner; A. Seckel, of E. Seckel & Co.; B. F. Traxler, of Nash-Wright Co.; G. B. Van Ness, of H. Hemmelgarn & Co.; A. E. Wood, of E. W. Bailey & Co.; and D. H. Winans of Hulburd, Warren & Co.

The following dealers were in attendance: C. A. Augspurger, Farmer City; T. P. Baxter, Taylorville; Edwin Beggs, Ashland; J. L. Bache, Pickerell; T. L. Bone, Bethany; J. A. Brown, Lewiston; Thos. Costello, Maroa; F. M. Cutler, Carthage; J. B. Carson, Perdue; W. L. Dumont, Decatur; C. B. DeLong, Fithian; J. M. Davidson, Colfax; J. A. Ellis, Deercreek; J. B. Good, Forsyth; E. S. Greenleaf, Jacksonville; Auston Gibbons, Dwight; J. H. Herron, Sidell; A. E. Hutchinson, Harmon; L. Houn, Dwight; E. W. Holt, Fithian; R. E. Howe, Mansfield; E. G. Knight, Monticello; H. C. Mowry, Forsyth; W. H. Messer, Kappa; J. Mahan, Mansfield; W. L. Merritt, Dwight; J. R. Martin, Sullivan, Ill.; G. C. McFadden, Havana; W. B. Newbegin, Blue Mound; F. M. Pratt, Decatur; F. N. Rood, La Rose; R. J. Railsback, Hopedale; F. L. Ream, Lostant; Carl Sieberns, Buckley; W. W. Sale, Holton; J. L. Smiley, Watseka; John Sipp, Bourbon; W. S. Sturgeon, Elliott; J. W. Spellman, Lincoln; D. H. Sprout, Vera; B. S. Tyler, Decatur; E. L. Titus, Steward; B. F. Tucker, Morton; J. S. Wiley, Decatur;

A. H. Weber, Padua; W. G. West, Washburn; B. S. Williams, Sheffield; J. R. Wagner, Metamora; B. F. Walter, Decatur.

GRAIN CARRIERS.

With the ending of the Boer war wheat shipments to South Africa have been resumed.

Lake shipments from Chicago have been liberal recently on the basis of 1 1-2 cents on corn to Lake Erie.

The Red River Division of the St. Louis & San Francisco has been completed from Sapulpa to Holdenville, I. T., 82 miles.

The Pella & Southwestern Railway Co. has been incorporated to build a line from Pella to a point on the Wabash in Marion County, Ia.

The largest single order ever given for cars was placed recently by the Baltimore & Ohio Railroad. It comprised 6,000 steel cars, to cost \$6,600,000.

The Missouri Pacific has voluntarily reduced its arbitraries on wheat from Nebraska points to Kansas City to practically a 1 cent per 100 pounds basis.

The annual car shortage is with us. Roads in the territory of the Central Traffic Association are hard pressed, and the scarcity of rolling stock is extending to other roads.

Puget Sound's first cargo of barley was shipped recently in the steamer Pyrenees at the new dock of Kerr, Gifford & Co., Tacoma, Wash., and consisted of 3,500 tons.

The Burlington & Missouri River Railroad has let the contract for building 180 miles of line from Guernsey, Wyo., to Salt Lake City, Utah, according to press reports.

The Goodrich Transportation Co. has contracted with the Mackinac Transportation Co. to keep open the channel between Menominee and Sturgeon Bay during the winter.

The extension of the Indiana, Illinois & Iowa Railroad from Streator, Ill., west to Irwin Junction on the C. B. & Q. has been completed, and trains will soon be running to Clinton, Ia.

The Gulf, Colorado & Santa Fe has let contracts for 50 miles of road to extend the Montgomery branch to Silsbee, Tex., where it will connect with the Gulf, Beaumont & Kansas City.

The New York Produce Exchange recently voted unanimously to transfer \$5,000 from the grain inspection fund to the committee on canals, to further the project of an enlarged Erie Canal.

A shoal spot at Buffalo, opposite the Watson Elevator, has caused the grounding of many boats, and the city council has been asked by the Merchants Exchange to improve the river at this point.

The recent high rate for wheat charters from the Pacific Coast to the United Kingdom reached a maximum at 52s 6d from Portland. The rate of 50s from Tacoma is equivalent to 32 1-2 cents per bushel.

The damaged grain in the 101,000-bushel cargo of the steamer Tampa, which ran upon a shoal at Midland, Ont., amounted to 13,500 bushels. The wet wheat was sold to L. H. Clark & Co., of Kingston.

The French shipping subsidy is so liberal that vessels can steam any distance in ballast practically without cost to the owner, making the profit on the cargo one way. The new French vessel Ad-

miral Courbet has been chartered to take on its first cargo from Portland, Ore., and to get there will sail 17,000 miles in ballast, from Nantes, France.

Grain cargoes are delayed at Buffalo. Vessels frequently are tied up two or three days at a time waiting to discharge. While there is some shortage of elevator capacity, the chief cause of the trouble is lack of cars.

The Pennsylvania Railroad Co. is said to be preparing to enter the grain trade at Buffalo more actively, competing with the New York lines for the export business, a share of which it will endeavor to swing to Philadelphia.

Captain Keith at Chicago has presented a bill for \$1,400 to the drainage canal trustees on account of the detention of the steamer S. S. Curry in the south branch of the river by the temporary crib work used in constructing a new bridge. Over a score of other boats were delayed at the same time. The trustees have declined to pay the amount, and its collection will be sought in the courts.

Edward A. Moseley, secretary of the Interstate Commerce Commission, promises that if the proposed changes in the law are enacted we will have "an equality of rates which I regret to say I do not now believe exists, and the big fellow, the trust, the combine, which has grown fat working one railroad manager against another, will at least not have this advantage in transportation which has made many of them so powerful that they now fairly dictate terms to the traffic managers. For instance, we will not see the spectacle of only one man or combination doing all the grain business on a railway line, for others will have, so far as transportation is concerned, equal opportunities."

The dealer who agrees to buy grain at a stipulated price and pretends to do so, but at the same time pays the farmer a premium for grain brought to him, may be able to relieve his conscience by calling the money paid a premium; but his competitors can not put any construction on his act other than he has violated his agreement. The man who pays one cent per bushel for grain, fifty cents per load, or five to ten dollars for the crop, is not maintaining the price he agrees to pay, and by his very action, he advertises his dishonesty to whatever farmer he pays the premium. The buyer who cannot live up to the letter and spirit of his agreement, can avoid sacrificing his self-respect, and any respect his competitors may have for him by informing them of his desire to annul his agreement.

The efforts of the farmer legislators of Indiana and Ohio to legislate a bushel's value into 68 pounds of ear corn seems to be slowly but surely driving buyers of ear corn to abandon the bushel as a unit of measure, and to adopt a measure which has long been recognized as the simplest and best adapted to the uses of grain dealers, that is, a cental or hundredweight. The advantages of the hundredweight were praised by many dealers at the Ohio State Association recently. Reports showed that a surprisingly large number of dealers were already using the hundredweight for ear corn and ardently wishing that it might be used for all grains. The views of one dealer who has found the cental very satisfactory are given in a letter in this number. We would be pleased to hear from other dealers on this subject.

PATENTS GRANTED

Luther Matthews, of Paris, Tenn., has been granted letters patent, No. 659,799, on a baling press.

Harry D. Weed, of Syracuse, N. Y., has been granted letters patent, No. 659,944, on a gas engine.

De Lonson E. Barnard, of Beloit, Wis., has been granted letters patent No. 659,911, on a gas engine.

Adolph A. Williams, of Superior, Wis., has been granted letters patent, No. 659,426, on a gas engine.

George H. Denny, of Chickasha, Ind. Ter., has been granted letters patent, No. 659,792, on a bailing press.

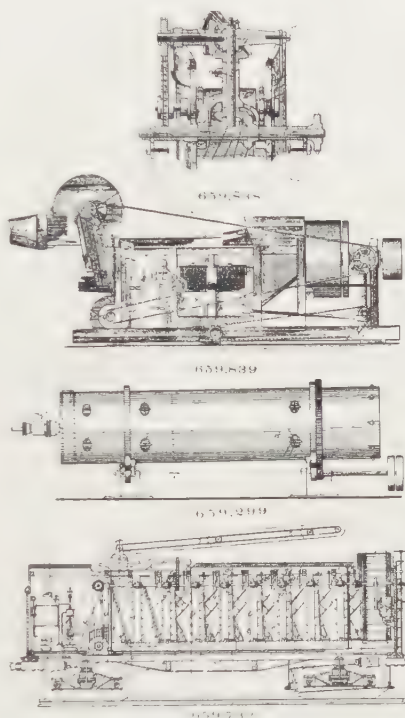
Hubert C. Ray, of Visalia, Cal., has been granted letters patent, No. 659,987, on a carbureter for explosive engines.

William F. Davis, of Milwaukee, Wis., has been granted letters patent, No. 660,-

John Q. Adams, of Marseilles, Ill., has been granted letters patent, No. 659,838 (see cut) on a conveyor. This device is designed to be divided into two or more sections which may be adjusted at different horizontal angles. The arrangement of gearing shown in the engraving transmits the power from the shaft in one end of a section to the other in any position of adjustment. The vertical shaft has two bevel gears, one at each end, meshing into the gears on the horizontal shafts in the adjacent ends of the sections. An endless drag chain or belt cooperates with the shafts.

John Q. Adams, of Marseilles, Ill., has been granted letters patent, No. 659,839, (see cut) on a corn sheller. The shelling cylinder is mounted centrally within the casing. Underneath the cylinder is a cob riddle, from which the shucks are lifted and removed by a suction fan thru a vertical suction trunk at the end of the riddle opposite the hopper. Beneath the cob riddle is the grain riddle, from which the chaff is lifted and removed by a second suction fan, in a current of air moving in a direction opposite to that above the cob riddle. The second air current, passing thru the grain riddle, is strengthened by an auxiliary blast fan.

Harmon H. Friedlery, of Indianapolis, Ind., and Frederick C. Crowe, of Chicago, Ill., have been granted letters patent, No. 659,732, (see cut) on a portable apparatus for renovating grain. The apparatus is mounted on a large double-truck railway car. The plant includes a steam engine and boiler, loading and discharging conveyor and elevators, hot and cold air fans, and two series of drying compartments ranged on each side of an aisle running lengthwise of the car. A belt from the engine flywheel drives a bevel gear which meshes with a bevel gear on a shaft running the length of the car. From this countershaft are driven the various machines, screens and cleaners, also the numerous elevators lifting the grain from the bottom of one compartment to the top of the next. The grain is received at the end of the car containing the engine, is subjected to the drying air blast in the different compartments, and passes to the cooling compartment at the other end, whence it is discharged. This apparatus has been designed for the treatment of grain damaged by fire, wreckage or water.



673, on a means for cooling explosive engines.

George Hoepner, of San Francisco, Cal., assignor to the Union Scale & Mfg. Co., of Sacramento, Cal., has been granted letters patent, No. 659,923, on an automatic weighing machine.

David S. Eastwood and Narcisse H. Normand, of New Bedford, Mass., assignors by mesne assignments to the National Flax Fiber Co., Boston, Mass., have been granted letters patent, No. 659,342, on a flax machine.

Durbin Grupe, of Davenport, Ia., has been granted letters patent, No. 659,299 (see cut) on a rotary drier. The revoluble cylinder has at each end a steam chamber, one fixed, the other adjustable, with flues having their ends secured in the chambers, and with independent supporting plates located at suitable distances apart and in spiral progression between the two heads of the cylinder. The whole is mounted on rollers and revolved by a gear meshing into a pinion driven by a shaft having a tight and a loose pulley.

Consul Hanauer of Frankfort writes: Indian corn does not mature when planted in Germany and other countries of central and northern Europe. Since 1891, when Europe imported but 23,000,000 bushels of this grain from the United States, its use as cattle feed has steadily grown, and last year's imports from the United States alone aggregated 189,000,000 bushels. Of this, 45,250,000 bushels went to Germany, which country also imports small quantities from Turkey and Roumania.

The barley crop of the United States is estimated at 20.4 bushels per acre in the October report of the Department of Agriculture; compared with 25.5 bushels last year, 21.6 bushels in 1898, and a ten year average of 23.5 bushels. The indicated yield is the lowest, with one exception, 16.7 bushels per acre in California. In New York the yield per acre, 22 bushels, corresponds to the ten year average, while the yield in Iowa and Kansas are above and those of Wisconsin and Minnesota below the respective ten year averages. The average of quality is 82.1, against 88.4 last year and 90.6 in 1898.

GRAIN TRADE NEWS.

CANADA.

Let us hear from you.

A large wheat drier will be erected by the Lake of the Woods Milling Co., of Keewatin, Ont.

James P. McIntosh, head of the grain firm of J. P. McIntosh & Son, of Toronto, Ont., died Oct. 11.

Stephen Nairn, grain dealer and former president of the Winnipeg Grain Exchange, died recently of cancer of the stomach.

The Consolidated Elevator Co., of Duluth, Minn., has made arrangements to install a grain drying plant to dry Manitoba wheat in bond.

Stocks of wheat at Fort William, Port Arthur and interior Northwestern points on Oct. 13 aggregated 2,355,000 bushels; compared with 5,500,000 bushels a year ago and 2,600,000 bushels two years ago.

The western grain standards board will meet at Winnipeg, Oct. 26, unless the weather should become unfavorable for threshing, in which case the members will be notified by telegraph by Secretary Bell of the change in date.

The Winnipeg Grain Exchange, at a recent meeting, amended the definition of the term "in store" to mean that grain is free of all charges to the buyer, but the charges for outward inspection and outward weighing must be borne by the buyer. The seller to give the buyer not less than five clear days free of storage from date of delivery of documents.

The first sod to be turned in the construction of the Connors elevator system was handled by George T. Smith, the Montreal representative of the syndicate, on Oct. 2. The company itself is doing the excavating for the foundation, the work being supervised by the Barnett & Record Co., elevator builders of Minneapolis, who drew the plans. The foundation for the working elevator is to be 271 x 89 feet.

Another week of fine weather has been experienced. Farmers have made good progress with their work, and stacking, so long delayed by wet weather, is now about completed. A great deal of threshing has also been done during the past two weeks, and the result shows that the grain is not as badly sprouted as might have been expected from the prolonged wet weather. The grain movement is not large yet, compared with previous years at this season. Last week 288 cars of grain were inspected here, and this week will show between 300 and 400 cars, whereas a year ago daily receipts were almost equal to this amount. So far inspection returns show that the wheat is grading mostly No. 3 hard or no grade, but the proportion of no grade is expected to decrease, with the present fine weather. The Commercial, Winnipeg, Oct. 20.

CHICAGO.

W. F. Stockdale has failed.

C. H. Moody, who has been supplying quotations to Milwaukee bucket shops, has promised to quit.

The Board of Trade will be closed Saturday, Oct. 27, on account of the Republican Sound Money demonstration.

Local bucket shops have nearly all quit trading on wheat quotations, and are confining their pernicious activity to the stock and cotton markets.

The proposed amendment to the rules to remove the restriction to trading in futures distant more than 60 days was defeated by a vote of 305 to 410.

William J. Doyle, of Doyle Bros., grain commission merchants, has disposed of his interest in Harney Bros. Co., and is no longer a member of that firm.

The old bell of the Board of Trade has been removed to St. Procopius Church, where it will be hung in a steel tower, the church building being too small.

The Northwestern Yeast Co. has just completed a 125-barrel rye mill and a 3,000-bushel corn mill at 889 N. Ashland Ave., Chicago. All machinery was supplied by the Nordyke & Mannon Co.

The George H. Phillips Co. has been incorporated with \$80,000 capital stock, to conduct a commission and brokerage business. Incorporators, George H. Phillips, Joshua R. Collins and Daniel Hill.

Fire in the oats elevator and oatmeal warehouse of the American Cereal Co., Oct. 16, caused \$20,000 loss. Water damaged 50,000 bushels of oats. The flames were first discovered in one of the dry kilns.

A member of the Board recently received a message from a Michigan party asking that he call upon a bucket shop proprietor and learn why a claim of over \$2,000 had been left unpaid. The concern had closed.

Thirteen bucket shops have been closed since Aug. 1. An equal number continues to do business in stocks, but not in grain. Those remaining appear to have more lives than a cat, and it will require persistent effort on the part of the Board to stamp them out.

Work on the new dock of the Calumet Grain & Elevator Co. has been stopped by the city engineering department, because the council had not granted the right to establish a new dock line. The proposed new dock has been approved by the United States engineers.

Charles J. Singer, at one time a heavy operator in the wheat market, has sold his membership in the Board. Ebenezer Buckingham, who originated the Illinois Central system of elevators, and Charles W. Wheeler of the old firm of Munger, Wheeler & Co., are also old timers who are selling their memberships.

Over a score of the leading firms have formed an association to assist the directors of the Board in the enforcement of all rules and to support any action which they may take for the upbuilding and maintenance of the Board, especially in its fight against the bucket shops. All members are requested to assist in every way in their power with their advice and suggestions.

Dwight W. Andrews, chief grain inspector under Governor Altgeld, died recently at Antioch, Ill., from the effects of a paralytic stroke. His term in office was characterized by fraud. He was charged with the embezzlement of large sums, which, however, were repaid. Prior to the discovery of the shortage in his ac-

counts he was a prominent politician, and at one time was chairman of the Democratic state committee.

The presence of a dozen bucket shops trading in stocks is a menace to the Board. The proprietors of these illegitimate concerns are constantly on the alert for an opportunity to resume dealings in grain, and will take advantage of any relaxation of the Board's vigilance. It is the duty of the Board to extirpate the illicit traffic, even tho it is not based on its own quotations. No aid need be expected from the New York Stock Exchange, which is indifferent.

Unless the owners of property equipped with automatic sprinklers quickly bring sufficient influence to bear to overcome the unreasonable prejudice of the Chief of the Fire Department, the reduction of the cost of insurance on account of buildings being equipped with automatic sprinklers will be stopped. Several heavy losses by Chicago fires are traceable direct to the stubborn refusal of the fire department to connect hose with the sprinkler systems, altho admitting that the fire could be reached by the sprinklers.

Bucket shops were given a hard blow by the recent decision of Judge Kohlsaat enjoining O. M. Stone and others from supplying stolen quotations. The suit was brot by the Cleveland Telegraph Co. The judge said that there exists in the Board of Trade a right of property in the quotations until they are made over to the public; that there is no such dedication to public use as will serve to defeat or terminate the property right; that it was within the power of the Board of Trade to convey to the complainant the property right, and that the complainant acquired good title by its contract.

The suggestion of the committee having in charge the quarterly examination of elevator bins, that the public warehousemen be given notice a week or two in advance of the contemplated visit of the committee, is ridiculed by members of the Board. If any irregularities exist the giving of a week's notice is hardly the way to discover them. The object of the committee in making the recommendation was that the elevator men could concentrate the grain in a few bins, thereby saving all concerned the great labor and loss of time caused by having to measure the contents of many bins partly filled.

The elaborate scheme devised by Oscar M. Stone for the surreptitious collection and distribution of the quotations of the Chicago Board of Trade to bucket shops thruout the country was exposed in an examination conducted by United States Commissioner Harper at Chicago recently, and filed in the United States Court at Milwaukee. Stone employed six spies to frequent brokers' offices and signal the quotations to telegraph operators. One man with a spy-glass watched the blackboard in the office of A. O. Slaughter & Co. The figures were distributed to other cities over the wires of the Western Union Telegraph Co. In obedience to the order of Judge Kohlsaat, Stone & Hoyt have cut all wires.

F. E. Hotchkiss, a broker representing A. O. Slaughter & Co., has complained to the directors of the Board that a cargo of new No. 1 Northern wheat delivered by one of the elevators was not up to grade. The complaint has been considered by the warehouse committee. When the grain was loaded out of the elevator it was passed by the state grain inspectors and by Slaughter's private inspector as of the grade required by the warehouse

certificates. When a sample was brot to Supervising Inspector Smillie, however, he declared it to be No. 2 Mixed. Expert grain handlers say the sample is a mixture of hard winter and No. 3 spring. Slaughter & Co. have no confidence in the state grain inspection department.

A dozen members of the Open Board were arrested Oct. 12 on the charge of gambling in grain preferred by J. W. Culver, who was recently ejected on the charge of representing himself to be a member and swindling women for whom he dealt in grain futures. These charges became so frequent that he was denied the privileges of the floor. In revenge he sought to use the machinery of the law to annoy the management of the Board. The warrants that he swore out were from a distant justice court, thereby putting those arrested to considerable inconvenience. The cases against the brokers were dismissed by the justice on the ground that it was a blackmailing scheme. It was proved that Culver and his attorney had agreed to drop the prosecution for a payment of \$600. Now the Open Board has filed information with the state's attorney for the indictment of Culver for the crime of blackmail.

ILLINOIS.

Barnett Bros. are erecting a 3-story elevator at Barnett, Ill.

Risser & Perry will remodel their elevator at St. Anne, Ill.

H. D. Zoll of Bernadotte, Ill., is adding an elevator to his mill.

Hoffman Bros., of Henning, Ill., are enlarging their elevator.

Culbertson & Younger, of Mays, Ill., are repairing their elevator.

A. J. Burkhardt of Goodfarm, Ill., has purchased a grain elevator.

The Neola Elevator Co. is building a large crib at Leaf River, Ill.

Peter Campbell, of Loami, Ill., is trying to do a scoop shovel business.

D. M. Carson, of Clarence, Ill., is improving and repairing his elevator.

Mr. Hershmann, at Chatham, Ill., is doing a scoop shovel grain business.

William Hazen, of Barry, Ill., is making some improvements at his feed mill.

John A. Hoops of Ipava, Ill., is putting in a new gasoline engine at his feed mill.

The Zorn Grain Co., of Bloomington, Ill., will build an elevator at Le Roy, Ill.

The elevator at McDowell, Ill., has been equipped with a new gasoline engine.

A. T. Ford, of Dawson, Ill., is attempting to conduct a scoop shovel grain business.

W. A. Fraser, of Alexis, Ill., has been making some improvements at his elevator.

Whyte & Son, of Nunda, Ill., have placed a new gasoline engine in their elevator.

Self & Co., of Jacksonville, Ill., are operating with a scoop shovel at Island Grove.

The only regular dealers at Betham, Ill., are A. R. Scott & Co. and Fleming & Noble.

Mr. Elvia Davis, of Cadwell, Ill., has sold his store and will embark in the grain business.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Frank Huber of Nilwood, Ill., is putting in a dump at his elevator, preparatory to buying corn.

Charles C. Miles, of P. B. & C. C. Miles, grain commission merchants of

Peoria, Ill., had a thrilling experience recently in a train wreck near Curryville, Mo.

Many Illinois dealers have sold No. 2 corn freely on the Chicago market, to arrive early in December.

R. P. Lower, of Minier, Ill., informs us that he has bot the elevator of E. A. Wood at Armstrong, Ill.

C. E. Kesler has sold his farm near Henning, Ill., and will engage in the grain business at DeLand.

A. H. Edwards has succeeded Hazen & Parsons, grain dealers at Philo, Ill., in whose employ he has been.

The Monmouth Commission Co., of Monmouth, Ill., recently suffered \$3,000 loss by fire. Insurance, \$1,400.

Porterfield & Barton of Jamaica, Ill., are erecting a new smokestack and otherwise improving their elevator.

Ennes-West Co. has nearly completed the elevator erected to replace the plant which was burned at Walnut, Ill.

W. B. Cummins, the enterprising grain dealer of Ransom, Ill., has had a large sign painted on his elevator.

Merritt Bros. & Co., Dwight, Ill., have sold their elevator to J. H. Mosier, who will probably take possession Dec. 1.

Clyde Young has entered the employ of De Long Bros., and will have charge of the engine in their elevator at Sadorus, Ill.

The Peoria Malting Co., Peoria, Ill., controlled by the whiskey trust, will increase its capacity to 2,500 bushels per day.

The Ennes-West Co., at Ohio, Ill., received 160 wagon loads of grain in one day recently, breaking the record at that station.

Jones & Epps, of Carnes Crossing, Ill., have completed the brick foundation of their elevator and are erecting the superstructure.

Van R. St. John, Buffalo Hart, Ill., writes that the new elevator of Carrington, Hannah & Co., at that place is nearing completion.

The St. Louis Milling Co., of Carlinville, Ill., has begun the erection of its new elevator. Cicero Borough has charge of the construction.

Van R. St. John, who has been in the employ of Rogers, Bacon & Co., at Chicago, for two years, is now buying grain at Buffalo Hart, Ill.

S. S. Bird, of White Oak, Ill., contemplates enlarging his plant to accommodate the increase in feed grinding. He may buy a new engine.

W. C. Wright has purchased the interest of J. A. Petit in the firm of Roberts & Petit, Roberts, Ill. The new style of firm name is Roberts & Wright.

Arthur McLaughlin contemplates engaging in the grain business at Oquawka, Henderson County, Ill. If he does, he will build an elevator on the railroad.

Roberts, Moschel & Mosiman of Morton, Ill., have recently completed an elevator at Cruger, on T. P. & W. Ry., and one at Groveland, on the Santa Fe.

The Union Elevator Co., of Paxton, Ill., has purchased Swanson Bros.' elevator property. The company is painting and otherwise renovating its buildings.

Henry Danforth's elevator at Del Rey, Ill., has been purchased by G. W. Maddin of Thawville and C. M. Maddin of Del Rey, who will take possession Nov. 1.

A. W. Auspurgur of Farmer City, Ill., informs us that J. H. Williams has commenced the erection of a 6,000 bushel elevator on the Illinois Central at that place.

The elevator of Holmes & Ashbaugh, at Dunlap, Ill., collapsed recently under the

weight of a large quantity of grain. Now the firm is tearing down the building and will erect a strong one, with two dumps and a gasoline engine.

Argyle & Kirby, feed dealers of Chicago, Ill., are causing trouble at Tinley Park, Ill., by doing a scoop shovel business in opposition to the regular dealer.

Mr. Thornsbrew, who with Frank Heaton, recently purchased the elevator at West Ridge, Ill., of S. W. Smiley, has removed his family to that place from Hugo.

A scoop shoveler named Leech at Cornland, Ill., is very active in that vicinity. He buys where he chooses and pays 2 to 3 cents more than the value of the grain.

T. A. Brown, Lewiston, Ill., Oct. 11: Crop of corn will not be large as a year ago. Will average 10-12 bushels to the acre. Farmers are already complaining of fly in the wheat.

The Illinois Sugar Refining Co., a \$1,000,000 corporation at Pekin, Ill., of which C. A. Jamison is president, has recently begun operations at its beet sugar and glucose refinery.

Mr. Beam of Lexington, O., has bot the elevator at Panola, Ill., of Andrew Schlosser, who is buying grain at Enright, on the T. P. & W., where he has built a new elevator.

Elevators along route of I. C. will have to be moved to make way for a double track now being laid in several localities. Elevator owners are beginning to wonder who is to bear the expense.

The elevator at Farmer City, Ill., lately purchased by W. H. Hutchins, was not owned by James H. Williams as stated, but by the Cleveland Grain Co., which had bot the plant of Mr. Williams.

Tim Harty of Kinsman, Ill., has built a new engine house at his elevator in which to install a gasoline engine, with a view to purchasing and erecting an electric light dynamo for public lighting.

The elevator at Adeline, Ill., is being remodeled by the Neola Elevator Co. New and improved machinery of larger capacity is being installed. I. E. Travis of West Chester, Ia., is the foreman in charge of the work.

J. N. Black, of Tolono, Ill., purchased an elevator at Tampico recently, and had his goods loaded for shipment to that place, but just when he was ready to start he sold the elevator at an advance of \$2,000, and remains at Tolono.

Vasey & Vance, grain dealers of Le Roy, Ill., on Oct. 10 paid a very large sum for grain delivered to them by one farmer. The check amounted to \$9,301.57, and the grain consisted of 22,238 bushels of corn and 5,400 bushels of oats. Who can beat this?

B. B. Minor of Indianapolis, Ind., reports much Illinois corn badly damaged by dry rot. The ears appear to be of good quality until broken, and then it is found that one-half of each kernel is rotten, just as it was two years ago. This condition exists especially along the Peoria Division of the Big Four.

A. W. Augspurger, of Farmer City, Ill., who recently resigned his position as buyer for the Cleveland Grain Co., was in Chicago this week and reported some corn of inferior quality being received. From every wagon load of 30 bushels they pick about one-half bushel of corn which is valueless by reason of dry rot. As 80 pounds are still taken for a bushel no discount is made for the rotten grain.

W. H. Council will rebuild his elevator at Williamsville, Ill., recently burned. It will be of 25,000 bushels capacity. A

No. 1½ Western Sheller of 900 bushels capacity per hour and separator will be installed. Two legs will elevate ear corn. The bins will be 39 feet deep. A 35-h. p. boiler and engine furnish power for an electric motor which runs the machinery. The engine house is built of brick and is separate from the elevator. Electric lights will be installed thruout the building. The Union Iron Works, Decatur, is furnishing all the machinery.

INDIANA.

James Hannah is erecting a grain warehouse at Elнора, Ind.

Crutchfield Bros. are building a new elevator at Cicero, Ind.

Sam Finney, of Marshfield, Ind., is rebuilding his burned elevator.

Charles Walters has rented the elevator of I. R. Kennard, at Moran, Ind.

The Rider Grain Co., of Kentland, Ind., has completed a new brick engine house.

Mr. E. W. Finch, of Veedersburg, is building a grain elevator at Stone Bluff, Ind.

Jacob Quear and Lemuel Darrow will engage in the grain business at Elwood, Ind.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Dague & Dickover, of Springport, Ind., are remodeling their elevator and putting in a corn sheller.

The elevator of the M. C. Burt Grain Co., at Manila, Ind., will be repaired by the Reliance Mfg. Co.

The Otterbein Elevator Co., of Otterbein, Ind., is building an addition to its elevator at that place.

The grain dealers of Allen County, Ind., hold a meeting Oct. 25 at the Randall hotel, Fort Wayne.

The Reliance Mfg. Co. has the contract for repairing the elevator of H. Griffith at Columbus, Ind.

J. W. Long will erect a modern elevator at Kewanna, Ind., and has not yet contracted for the machinery.

John S. Huffer, of Yorktown, Ind., has ordered the machinery for his new grain elevator of the Reliance Mfg. Co.

Warren T. McCray, of Kentland, Ind., has bot the interest of Mr. Boner in the elevator of Boner & DeBolt at Wolcott, Ind.

Cal Baum, of Swayzee, is superintending the construction of a very fine 20,000-bushel elevator at Sweetser, Ind., for Baum & Co.

Kirkpatrick Bros., of Raub, Ind., are building a large addition to their elevator. Considerable crib room has been added this summer.

J. H. Stewart, Manson, Ind., Oct. 18: Corn badly damaged by being blown in August. Farmers have commenced cribbing, but dealers are not yet buying.

R. G. Risser of Kankakee, Ill., and W. E. Rich of Oxford, Ind., will build an elevator at Templeton, Ind. The plans have been furnished by the Reliance Mfg. Co.

The Annual Meeting of the Grain Dealers National Association will be held in the large Assembly Hall of Board of Trade Bldg., Indianapolis, Ind., Nov. 20 and 21.

The grain dealers of Henry County hold their monthly meetings in the office of Fraizer & Co., at New Castle, Ind. These meetings have proved profitable to all concerned.

While at work on an elevator at Idaville, Ind., Burley Mullendore fell from the cupola to the roof and thence 30 feet

to the ground. He was only slightly bruised. How did he do it?

J. W. Bishop, who has been engaged in the grain business at Winchester, Ind., for fifteen years, died recently, aged 55 years. His elevator will be sold by the executor of the estate.

Among late purchasers of the Reliance Grain Cleaners are Ross & Ross, Chalmers, Ind., H. Griffith, Columbus, Ind., M. C. Burt Grain Co., Morristown, Ind., and John S. Huffer, Yorktown, Ind.

John R. and Perry W. Millikan of Messick and New Castle, Ind., will erect a large grain elevator at Blountsville, to which place the Cincinnati, Richmond & Muncie Railroad is being constructed.

M. Duffy, the grain dealer of Swanington, and Professor Daniel E. Harrington of Otterbein, have let the contract to the Reliance Mfg. Co., for the erection of a 100,000-bushel elevator at Otterbein, Ind.

W. E. Redmond, of Kewanna, Ind., writes that A. D. Jones of that place will increase the capacity of his elevator by adding two new dumps and one corn sheller, making four dumps and two shellers.

N. Y. Jackman & Co., of Chicago, have bot the grain business and mill of Cadwallader & Starr at Covington, Ind., and H. A. Cadwallader will engage in the grain business elsewhere either on his own account or as manager of a line of houses for some good firm.

The Board of Trade of Indianapolis will give the dealers attending the Annual Meeting of the Grain Dealers National Association a novel entertainment on the evening of Nov. 20. A smoker, refreshments, music, entertaining addresses, etc., will make up an enjoyable program.

W. D. Foresman, of Foresman, Ind., was in Chicago last week and reported that he will have his new 100,000-bushel elevator in operation by Nov. 1. The new elevator will be 48 x 63 and 40 feet high, cribbed. It will have fifteen bins, and two legs and cleaners. An 8-h. p. gasoline engine will furnish the power.

G. D. Ettinger, treasurer and manager of the Bourbon Elevator & Milling Co., of Bourbon, Ind., was in Chicago last week and reported practically no new wheat in his district this year. His company is fortunate in having a bountiful supply of old wheat. Corn will be a large crop, of excellent quality. The company's clipping business has grown to such proportions that a new clipper and a cleaner will be added. A 150-h. p. Corliss Engine will also be added.

IOWA.

Archer, Ia., is to have a new elevator. The grain movement is heavy in many parts of Iowa.

J. F. Feazell & Co. have removed from Brooks to Corning, Ia.

A farmers' elevator company is being organized at Cylinder, Ia.

Fred Chesley has removed from Tyn-dall, S. D., to Sanborn, Ia.

J. E. Miller, late of Greene, has erected an elevator at Jesup, Ia.

An elevator is to be built at Blanden, Ia., on the Rock Island Railroad.

Samson & Paine, of Algona, Ia., whose elevator was recently burned, will not rebuild.

The new elevator of the Davenport Elevator Co., at Davenport, Ia., has been completed.

The Nye & Schneider Co., of Mason City, Ia., has placed another order with

the Hall Distributor Co., of Omaha, for the distributor for a new elevator at Shickley, Neb.

W. C. Keith, of Goldfield, Ia., will run an elevator at Vorhees, Ia., for the Northern Grain Co.

Robbins & Stearns, of Sac City, Ia., inform us that they are no longer in the grain business.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

An explosion of gasoline vapor at the elevator at Tripoli, Ia., recently caused \$500 loss by fire.

Charles Albert of Brandon has purchased a half interest in the Wallace Elevator at Vinton, Ia.

The D. Rothschild Grain Co. has let the contract for its fine new office building at Davenport, Ia.

A site has been selected for the new elevator to be erected at Walker, Ia., by Fred Hoffman.

Joe White and Andy Milligan have dissolved their partnership in the grain business at Rolfe, Ia.

The new plant of the Nye & Schneider Co. at Dougherty, Ia., is equipped with the Hall Distributor.

O. C. Forsberg, Spencer, Ia., Oct. 23: Oats and corn here excellent; oats nearly all grading No. 3 White.

The Western Grain Co.'s elevator on the Illinois Central at Alden, Ia., is undergoing extensive repairs.

B. C. Ragan informs us that Harry Ragan of Elliot, Ia., is building a modern 10,000-bushel elevator at Stennett, Ia.

Thomas P. Fitzgerald, dealer in grain and stock at Varina, Ia., was married Oct. 3 to Miss Mary Mullen at Fonda.

E. A. Brown & Co., of Luverne, Minn., have bot and taken possession of the elevator of Parker & Tincknell at Alta, Ia.

William Granan is preparing to erect another elevator at Nassau, Ia., the power to be furnished by a new gasoline engine.

William Addington has purchased the interest of his partner, C. C. Brewer, in their grain business and elevator at Castana, Ia.

R. S. Campbell, Winterset, Ia., Oct. 20: Oats in this county light crop; corn fairly good, will all be used at home for feed; old corn all gone.

Geo. A. Hellman, commission merchant of Chicago, is soliciting barley shipments from F. Raber, D. Linderman and other farmers of Remsen, Ia.

The 200,000-bushel storage elevator of the McFarlin Grain Co., at Madrid, Ia., has been nearly completed. It is considered one of the best houses in that part of the state.

The next meeting of the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri will be held at the Grand Hotel, Council Bluffs, Ia., Nov. 8, 1900, at 2 o'clock p. m.

The Terwilliger & Dwight Co. has been incorporated at Sioux City, Ia., to continue the grain business of the firm, which for several years has operated lines of country elevators in Iowa and South Dakota. Capital stock, \$50,000; incorporators, H. H. Dwight, George Terwilliger and F. M. Case.

G. M. Gwynne of Essex, Ia., will have his new elevator complete and running about Nov. 1. The storage capacity is 20,000 bushels, and the two stands of elevators have a capacity of 1,000 bushels each per hour, loading two cars at a time. The building is 30 x 60 feet, with six dumps and equipped with a 7-h. p. Foos

Gasoline Engine, and Webster Mfg. Co.'s machinery, the equipment being supplied by Allen P. Ely & Co.

The Grain Dealers Association of Southeast Iowa has appointed E. A. Miller of Packwood, H. B. Davison of Wapello, J. A. Carden of Winfield, and E. L. McClurkin of Morning Sun, Ia., as delegates to the annual convention of the Grain Dealers National Association at Indianapolis, Nov. 20-21.

The official estimate of the Iowa state crop of corn is 353,365,000 bushels, which is greater by 18,000,000 bushels than any former crop. The total of all cereals is placed at 531,430,000 bushels, which is 10,000,000 in excess of any previous year. The average yields per acre are: corn, 41 bushels; wheat, winter, 16, spring, 15; oats, 35; rye, 17; and flaxseed, 11 bushels.

Fire of unknown origin was discovered at 2 a. m. Saturday, Oct. 13, under the dump of C. H. Stone & Co.'s elevator at Spirit Lake, Ia., and soon destroyed the building and damaged the grain contents, consisting of 15,000 bushels of wheat, oats, barley and flax. Loss on grain, \$4,000, insurance, \$2,000; on building, \$3,000, insurance \$2,000. The firm has begun erecting a cribbed house 24 x 28 feet and 35 feet high.

KANSAS.

P. J. Cortelyou has succeeded Cortelyou Bros., grain dealers at Corning, Kan.

A 10,000-bushel elevator will be built at Harper by the Hunter Milling Co., of Wellington, Kan.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

R. F. Coates of Wichita, Kan., and William Chatten, of Clafin, Kan., contemplate erecting a large elevator at Wichita.

B. Cooley has let contracts for the construction of an 8,000-bushel elevator on his ranch near Miami, Kan. The equipment includes gasoline engine and feed mill.

Wilds Elevator Co., Belleville, Kan., Oct. 6: Our corn crop is about one-half of what it was last season. Are afraid it will be of very poor quality. Farmers are busy husking and receipts are very light.

The September grain inspection fees turned in by A. E. McKenzie, chief grain inspector of Kansas, aggregated \$4,599. The expenses for the month were \$3,049. The balance was applied to the deficit of preceding months, which has been reduced to \$3,500.

MICHIGAN.

Send us the grain trade news of your district.

Tod Kinkaid is erecting a 10,000-bushel elevator at Kerby, Mich.

John C. Liken & Co. have leased the elevator at Unionville, Mich., and have retained H. C. Hulgrave as manager.

A grain elevator, 50 x 100 feet and costing \$50,000, will be erected by the McMorrin Milling Co., Port Huron, Mich.

Flushing, Mich., has a new elevator equipped with all modern machinery, including a Hall Distributor, built by J. E. Ottaway & Co.

Burglars took \$125 from the safe in Robert Booth's elevator at Dryden, Mich., on the night of Oct. 3, and made their escape on a hand car.

The total number of bushels of wheat marketed by Michigan farmers during

August and September was 1,021,000, which is 511,892 less than the marketing during the same two months of 1899.

C. E. Rowlader of Woodland, Mich., has taken possession of the grain elevator at that place, and will operate it in connection with his roller flour mill. Willard Bolton is employed at the elevator.

Justus S. Stearns, secretary of state, estimates the yield of various grains in Michigan at 8 bushels of wheat per acre, 36 bushels of oats, 36 bushels of corn, 12 bushels of beans, and 14 bushels of buckwheat.

A bucket shop at Ypsilanti, Mich., connected with the Imperial Stock & Grain Co., of Chicago, has closed on account of the failure of the Chicago concern. Its numerous patrons are poorer, sadder and wiser.

A. E. Lawrence is just completing at Decatur, Mich., a small but very conveniently arranged warehouse for the handling of all but the more perishable farm products, as well as lime, coal, salt and feed. The equipment in part consists of gasoline engine, Caldwell* elevating machinery, Monitor and Clipper Cleaners, platform, and hay elevators. E. J. Ransom is associated with him under the firm name of A. E. Lawrence & Co. Their specialties are recleaned grain, seeds and beans.

MINNESOTA.

M. M. Guthrie, of Blooming Prairie, Minn., contemplates erecting a grain elevator.

The new building of the Minneapolis Chamber of Commerce is to cost about \$500,000.

An elevator will be erected at Elysian, Minn., by the Sheffield Milling Co., of Faribault.

C. Steinkopf has been employed as buyer at the Exchange Elevator, Grafton, Minn.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Edwards, Wood & Co., grain commission merchants of St. Paul, Minn., have established a branch office at Red Wing.

A Hess grain drier costing \$18,000 is being placed in Elevator E at Duluth, Minn., by the Consolidated Elevator Co.

L. Schnell in equipping his new elevator at St. Charles, Minn., with modern machinery, will include the Hall Distributor.

The Albert Dickinson Co., of Chicago, has leased the Douglas elevator of the American Linseed Co., at Minneapolis, Minn., for flax cleaning purposes.

J. C. Byrnes has bot the elevator at Wells, Minn., recently purchased by Mr. Davidson, who has removed to Riceville, Ia., where he is building an elevator.

Loftus & Kirwin are building an elevator at St. Paul, Minn., to be 30 x 40 feet, with an engine house. The work is being done by the Barnett & Record Co.

Frank Wood, of Chicago, fell from the top of the new Great Northern Elevator at Duluth, Minn., Oct. 10, to the ground, a distance of 140 feet, and was instantly killed. He was driving rivets.

Filthy lucre sponged from the unlawful traffic in puts and calls, which, driven from the Chicago Board of Trade, has found a home in Minneapolis, is fast corrupting the morals of some commission merchants in the Flour City.

The Western Grain Co., of Winona, Minn., has purchased the elevator at

Lyle, Minn., of Bellamy & Smith, and placed J. H. Hughes in charge. J. B. Bellamy will take charge of an elevator for the same firm at Nashua, Minn.

The Spencer Grain Co., which has been conducting a large business in Iowa, has been incorporated in Minnesota, to do a general commission business. Capital stock, \$300,000; incorporators, R. F. Troendle, E. H. Tryon, C. R. Green, T. O. Phelps, C. S. Carl, all of Minneapolis.

The conditions of the flax crop in northern Minnesota is reported by the Van Dusen-Harrington Co. as follows: Percentage threshed prior to Oct. 16, 64½; in stack, 53; not yet cut, 14; yield per acre where threshed, 7¾ bushels; estimate where not yet threshed, 7 bushels. The conditions in the portion of the state south of Ortonville and Taylors Falls is considerably better in all respects.

The Van Dusen-Harrington Co. has compiled from 1,400 replies the following summary of crop conditions in Minnesota. The state is divided into northern and southern portions by a line from Ortonville east to Taylors Falls. Percentage of wheat crop threshed prior to Oct. 16, 64; per cent unthreshed in shock, 7 1-2; in stack, 49; condition in stack, 25 to 44 per cent; in shock, poor, bad or worthless; yield where already threshed, 8 1-3 bushels, estimated yield of unthreshed, 8 1-5; amount of fall plowing done compared with a year ago at same time, 68 per cent, in Northern Minnesota. In southern Minnesota conditions are slightly better in all respects.

President William S. Warren, of the Chicago Board of Trade, visited the grain commission merchants of Minneapolis, Minn., recently, with a view to obtaining their co-operation in the bucket shop fight. The Chicago Board of Trade has expended a large sum to root out the bucket shops, and the exchange at Minneapolis has derived great benefit this season from this work. C. M. Harrington, who formerly was president of the Minneapolis Chamber of Commerce, is heartily in favor of co-operating with the Chicago people in the good work. A few members, either ungrateful or affiliated with bucket shops, say: "We do not need Chicago. We can get along without her. Why, Albany, N. Y., used to be the center of the wheat interests, but things are moving out west by a natural law. I think Chicago is losing her prestige. We can trade in millions right here, and the big brokers and operators all over the country have been amazed at the facilities of this market for handling large deals."

MISSOURI.

The Beall Grain Co. has been incorporated at Kansas City, Mo. Capital stock, \$5,000; incorporators, George E. Thayer, Benjamin Beall, E. N. E. Beall and Walter N. Beall.

C. N. Smith of Deepwater, Mo., has acquired the elevator of L. A. Sandoe at that place, and after making some improvements will place a man in charge who thoroly understands the business.

W. P. Howard of the W. P. Howard Commission Co., of St. Louis, Mo., died of pneumonia, Oct. 10. He was a member of the Merchants Exchange and well known in St. Louis and the southwest.

The W. H. Stuede Grain Co. has been incorporated at St. Louis, Mo. Capital stock, \$40,000, one-half paid up. Incorporators, W. H. Stuede, Otto Kahle, Ernst Michaelis and Curt Hornhardt. Mr. Stuede has been engaged in the export grain trade.

M. B. Sherwood, Brashear, Mo., Oct. 20: What little wheat has been sown in northeast Missouri is looking nice. Two-thirds of an average corn crop is now being harvested in the northeast counties. The new crop is selling for 35 cents for a bushel of 75 pounds.

The St. Louis board of insurance surveys has raised the rate on terminal elevators from 25 to 50 cents per \$100. The schedule has been carefully and laboriously prepared, and is based upon the combined experience of twenty-two of the prominent companies of the country. The standard elevator is fully described, and the basis rate made \$1.75. The heaviest charges are for boiler if inside the building or frame addition, \$1, and dryers or bleachers, if in elevator building, \$1. Both are considered most hazardous. Dirty elevators, or those poorly managed, have 25c. charged, dust bins in the building cost 25c., electric dynamos not in fireproof room 25c., shingle roofs 25c., and gallery connections not fireproof and without approved fire doors at each end 25c. Charges or deductions for favorable features are to be added at discretion. The deductions are for journal alarm, approved, 10c.; approved sprinkler equipment, 25c.; approved open or curtain sprinklers, 5c.; approved perforated pipe sprinklers in cupola, 10c.; approved detached boiler house, 10c.; bin warehouse without elevator legs or grain hoisting machinery, 25c.

NEBRASKA.

L. G. Hurlburt has removed from Kearney to Crete, Neb.

The Dorsey Grain Co., of Exeter, Neb., has completed repairs to its elevator.

M. L. Bigler, of Hastings, Neb., informs us that he will retire from the grain business Nov. 1.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Jerry Delaney's elevator at Harvard, Neb., collapsed Oct. 7, under a load of 6,000 bushels of wheat.

H. H. Bartling of Nebraska City, has bot the elevator of R. L. Hanks at Brock, Neb., possession to be given Dec. 15.

S. G. Manning will manage the elevator at Exeter, Neb., for the Transmississippi Grain Co., in place of George Craven, who has engaged in the lumber business.

OUR OMAHA LETTER.

F. C. Kellogg has succeeded H. H. Troth at McCook, Neb.

James Murray has succeeded W. P. Ashton at Lorton, Neb.

O. D. Johnson has succeeded O. E. Cooper at Pawnee, Neb.

James Hamlin has succeeded C. A. Thompson at Allen, Neb.

The L. L. Turner Grain Co. has succeeded S. D. Eells at Elwood, Neb.

T. H. Rix has succeeded L. F. Demers, grain dealer at Waterbury, Neb.

F. Henderson has just finished building a new elevator at Prairie Home, Neb.

W. H. Irland has succeeded to the business of C. E. Schroeder at Berlin, Neb.

The Updike Grain Co., of Omaha, has succeeded C. C. Doehling at Bruno, Neb.

M. A. Hobart, representing Carrington-Hannah & Co., at Omaha, has just recovered from a two weeks' siege of jaundice. He has left St. Joseph's hospital, where he was confined, to make a business trip and is now in South Dakota.

Floyd J. Campbell of the Floyd J. Campbell Co., Omaha, has just returned

from a four days' trip thru South Dakota. While there he visited his old home at Mitchell. He reports grain moving freely in that part of the country, and crops very good. M. N. B.

NEW ENGLAND.

P. W. Eaton & Co., grain dealers of Williamstown, Mass., are building a storehouse.

The Daniels Co., of Hartford, Conn., has closed its old feed mills and is transacting all business at the new elevator.

The new elevator of the A. H. McLeod Milling Co., at St. Johnsbury, Vt., has been completed. Its capacity is 2,000 tons or 135 carloads.

Thomas J. McDonald, dealer in grain and flour at Lowell, Mass., suffered \$40,000 loss by fire in his warehouse Oct. 9. The large stock of grain hay and flour was ruined.

It is rumored at Portland, Me., that a local grain company is negotiating for wharf property on which to erect a terminal grain elevator. The capacity is to be greater than that of the present elevator. A site has practically been selected, and estimates are being taken of the cost of construction.

NEW JERSEY.

Sitley & Son have completed their new elevator at Gloucester, N. J., and placed Walter Allen in charge.

The Cleveland Grains Drying Co. has been incorporated with Richard Duff, 1 Exchange Place, Jersey City, and McGee & Bedle, Jersey City, N. J., as attorneys.

NEW YORK.

William Hamilton has purchased property at Monroe, N. Y., to be used for the grain and lumber business.

G. W. Hickox, wholesale grain dealer at Batavia, N. Y., has replaced the 15-h. p. gas engine in his elevator with a new one of 22-h. p.

The contract for the new steel and concrete elevator of the Lake Shore & Michigan Southern Railroad at Buffalo, N. Y., has been let to the Macdonald Engineering Co., of Chicago.

The Knickerbocker Milling & Grain Co. has been incorporated at Albany, N. Y., to deal in grain and feed and manufacture grain products. Capital stock, \$75,000; incorporators, Theodore H. Waterman and others, all of Albany.

A cargo of 140,000 bushels wheat was received at New York recently from Baltimore on the steamer Michigan. As none of the antiquated elevators of the Brooklyn Wharf & Warehouse Co. is equipped with a marine leg the unloading had to be done by a floating elevator.

Richard H. Laimbeer, a member of the New York Produce Exchange since its organization, and for many years engaged in the grain warehousing business, died Oct. 14, aged 75 years. He was born in England, had resided in America since 1830 and in Brooklyn, N. Y., since 1849.

Two hundred canal boats, containing 1,600,000 bushels of grain, are being held in the Erie Basin, New York, by merchants who prefer to store in the boats rather than load into the elevators. The cost of storing in the boats amounts to \$400 per day. The railroads carrying the grain give 20 days' free storage.

The grain situation continues to improve at the Brooklyn elevators. Master's elevator, Commercial wharf, has been working night and day. A great deal of both railroad and canal grain is

going into Pinto's, the United States and Dow's elevators. The steamship Aggi, from Philadelphia, in ballast, commenced to load at the latter elevators today. A large amount of grain is going into store and the slips are full of loaded boats. There is a slackup at Beard's, but it is regarded as being only temporary. On the whole, the outlook for grain business is highly satisfactory as compared with the conditions existing for nearly a year past. There is still room here for 16,000,000 or 18,000,000 bushels of grain.—Brooklyn Eagle.

NORTHWEST.

C. W. Lindell has removed from Armour to Geddes, S. D.

W. H. Ballard has taken charge of the Atlas Elevator Co's. business at Volga, S. D.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Atlas Elevator Co. has decided to rebuild the elevator at Altamont, S. D., which was destroyed by incendiaries.

A Hall Distributor and other modern machinery will be installed in the new elevator of McLaughlin Elevator Co. at Cando, N. D.

From 1,400 replies the Van Dusen-Harrington Co. has compiled the following summary of wheat and flax crop conditions in North and South Dakota as they existed Oct. 15. Percentage of this wheat crop already threshed, N. D. 55, S. D. 69; percentage of this flax crop already threshed, N. D. 33¼, S. D. 63; unthreshed wheat in shock, N. D. 20, S. D. 2; unthreshed wheat still in stack, N. D. 55, S. D. 71; flax in shock, N. D. 67, S. D. 37; flax not yet cut, N. D. 25, S. D. 24; yield of flax per acre in bushels, threshed, N. D. 5½, S. D. 6.4-5; estimated yield where not yet threshed, N. D. 4¾, S. D. 6.1-3. The amount of fall plowing finished at this time compared with a year ago at same time, N. D. 75 per cent, S. D. 80 per cent.

OHIO.

The Campbell Elevator at West Milton, O., is being enlarged.

J. E. Pierson will build an elevator the coming spring at Condit, O.

The Union Elevator Co., of Cleveland, will not bid irregular dealers.

Mendenhall & Bailey are not in the grain business at Woodington, O.

L. S. Starr has placed machinery in his grain warehouse at Cardington, O.

Wright & Gardner, grain dealers at Worthington, O., have dissolved partnership.

C. Losche, of El Dorado, O., is doing a scoop shovel business thru a flat warehouse.

F. W. Heyman, of Monroeville, O., proposes to build an elevator at Bellevue, O.

The new elevator of Keck & Christman Bros. at Bryan, O., has been placed in operation.

Ira Felger, dealer in grain and lumber at Jeromeville, O., is reported to have sold his business.

William & Thomas Singer have bot the grain and hay business of Longwell Bros., at Dixon, O.

A. F. Hoffam has resigned his position as foreman of the elevator of Sheller & Distler, at Tokio, O.

Long & Long, of Convoy, O., are putting in the Chief Corn Feeder and one stand of ear corn elevators.

Walter E. Jones, of London, O., has been appointed manager of Jones & Co's. elevator at Morgans Station, O.

A. E. Cox has been retained to manage the elevator at Zanesfield, O., for the new lessees, Parish & Morton.

John J. Van Sickle is trying to operate a scoop shovel business at Morrall, O., as well as at Marion and Bucyrus.

The Union Mills Co., of Van Wert, O., is building an elevator of 10,000 bushels capacity, to be completed Nov. 15.

A corn sheller will be put in by A. Stupp & Co., who are attempting to do a scoop shovel business at Lewisburg, O.

The elevator at Blakeslee, O., has been purchased by Raymond P. Lipe, of Toledo, who has placed R. G. Bailey in charge.

Sir Knight Fred Mayer, of J. F. Zahm & Co., took his new uniform to the annual convocation of the Knight Templars in Columbus last week.

Royce & Coon have taken possession of the elevator at Portage, O., recently purchased of Joseph Tarault, and will make general repairs.

The first car of new corn received at Toledo, O., was consigned to J. F. Zahm & Co. It arrived Oct. 13 from Ohio and graded No. 4 Yellow.

G. O. Cruikshank, of Bradner, O., is the gentleman who purchased the elevator of Smith & Son at Ohio City, as reported in the last issue of the Journal.

Myers & Patty have just completed a 14,000-bushel elevator at Abe, O. The firm operates elevators at Pleasant Hill, Ludlow Falls, Oregon and Maria Stein, Ohio.

H. J. Gordon, of Oak Harbor, has leased the elevator of W. A. Hunter at Clyde, O. Mr. Gordon will remove to Clyde, and put in a feed mill and 20-h. p. gasoline engine.

C. Koehler, one of the oldest grain men in Franklin County, died Oct. 15 at his home in Hilliard, O. The elevator will be operated and the business continued by his wife and son.

The Wayne Grain & Milling Co. has been incorporated at Leipsic, O. Capital stock, \$10,000; incorporators, William R. Wrots, R. L. Burge, A. F. Files, J. E. Churchill and F. L. Geddes.

The Toledo freight committee held a meeting Oct. 17 to line up local rates in proportion to the general advance ordered by the Central Freight Association, which will take effect Nov. 1.

Henry Tuey, a workman employed in building the new elevator of McMillan at Gilbert Mills, O., fell 35 feet to the driveway, recently, and was badly injured. His leg was broken in two places.

The Farmers Grain Elevator Co., managed by J. H. Metcalf, has purchased the property of J. L. Dyarman at Lakeville, O., and installed scales, and grain elevating machinery driven by a 4-h. p. Foos Gasoline Engine.

John Forwalter and Edward Terry are attempting to do a scoop shovel grain business at Convoys, O., shipping corn in stock cars over the Pennsylvania Railroad. It is believed they consign to Pittsburg dealers.

Thomas H. Molland claims to have leased of the Lake Shore Railroad the site of the burned elevator at Bellevue, O., and is forming a stock company of local capitalists to build an elevator and deal in grain and coal.

J. T. Burgett, who sold his elevator at Duvall, O., to T. W. Baum, has removed to Columbus, O., where he will take an active interest in the Columbus Grain & Elevator Co., which will erect a 60,000-

bushel transfer and clipping house.

The Cleveland Grain Co., Cleveland, O., has begun work on the enlargement of its 500,000-bushel elevator to 1,000,000 bushels capacity. The company is increasing the capacity of its elevator at Sheldon, Ill., with a 350,000-bushel addition.

H. L. Christy, manager of the National Grain & Hay Co., was suspended Oct. 20 by the directors of the Cincinnati Chamber of Commerce for not paying money due the Cincinnati Elevator Works. He is denied the privileges of the floor for six months.

The grain business at Cincinnati is better than it has been in a long time. The receipts are large, and the buying, both local and southern, is good. Trade with the southeastern territory has been helped some by the 3-cent reduction to points on the Mobile & Ohio Railroad.

C. N. Tinklepaugh, Burton Station, O., Oct. 22: No wheat to be shipped this year. Hessian fly ruined the crop. The acreage sown this fall is large, but the fly has hurt the stand so that in my opinion there will not be much wheat in this section. Local millers taking all at price above the market.

Anderson Leas, of A. & A. Leas, grain dealers at West Manchester, O., died Oct. 7, after an illness extending over three years. He was the senior member of the firm and had been engaged in the grain business for over 47 years, and also had been actively engaged in banking and as a general merchant.

The Detrick Milling Co., of Tippecanoe City, O., is branching out. The company has started a distillery to consume 200 bushels of grain per day in the manufacture of rye and bourbon whisky. The company, which operates elevators at Grayson and Tippecanoe City, has changed its name to Detrick Milling & Distilling Co.

A. E. Clutter, of Lima, O., vice president of the Ohio Grain Dealers Association, formerly a director of the Grain Dealers National Association, and connected with the National Hay Association for many years, is still suffering from his throat trouble, as reported in the last issue of the Journal. Mr. Clutter will seek relief by a visit to the Pacific Coast soon.

PACIFIC COAST.

Wheat warehouses at Tacoma, Wash., are filled to overflowing, and more grain is en route.

Hansen & Lyse have succeeded H. M. Hansen, dealer in grain and lumber at Wilbur, Wash.

J. C. Mangan has bot the grain and feed business of Bierwagen Bros., at Walla Walla, Wash.

G. W. McNear's grain warehouse at Rothspur, Cal., and 50,000 sacks of wheat were burned Oct. 13. Fully insured.

The Kendrick Grain Co's. large warehouse at Kendrick, Idaho, was completely destroyed by fire Oct. 11. Loss, \$10,000.

Pacific Coast grain freights have reached the point where steamships can compete with sailing vessels, and no further advance is anticipated.

The greatest irrigation scheme ever undertaken in Idaho is that begun at Shoshone Falls on the Snake River, where the state has set apart 248,000 acres to be reclaimed under the Carey act by canals. The cultivation of these fine lands will considerably increase the annual production of wheat in the Pacific Northwest.

The capacity of cars is increasing on the Pacific Coast as elsewhere. During September the average loading of a car of wheat was over 800 bushels in Washington. The average for the whole of last season was 750 bushels, and five years ago 635 bushels.

PENNSYLVANIA.

John H. McCreery, who with his brother William, built the first grain elevator at Pittsburg, Pa., died Oct. 12. Until 20 years ago he was a member of the firm of Hitchcock, McCreery & Co.

The grain elevator of the Atlantic Export Co., at Philadelphia, Pa., was burned Oct. 9. The company made a business of drying brewers' grains from the breweries in that vicinity for shipment to Germany to be used for cattle food. The machinery was valuable and expensive. Loss, \$20,000; partly insured.

SOUTHEAST.

The Home Milling Co., of Afton, Tenn., is said to be building an elevator.

A warehouse of 40,000 bushels capacity is being erected by J. W. Hudson, miller, at Dayton, Tenn.

Arthur F. Spice, of I. M. Parr & Co., has been elected a director of the Baltimore Chamber of Commerce.

A grain elevator of 50,000 bushels capacity is being erected in connection with a new flour mill at Clarksburg, W. Va.

J. Allen Smith & Co., Knoxville, Tenn., Oct. 17: The crop of 1900 was a good average in quantity and quality in East Tennessee. Seeding now progressing under favorable conditions, with prospects of a full acreage.

The condition of cotton is reported by John Hyde, statistician of the Department of Agriculture, as having been 67 on Oct. 1, compared with 68.2 Sept. 1, 62.4 a year ago, and 71.6 the average for the past ten years. With the exception of North Carolina and Tennessee, where there is no appreciable change in the condition of the crop, there has been a decline during September throughout the whole of the cotton states east of the Mississippi river. This decline amounts to 2 points in Virginia, Georgia, and Alabama, 3 points in South Carolina, 4 in Mississippi, and 8 in Florida. Louisiana also shows a decline of 4 points.

SOUTHWEST.

Smith Long has purchased the grain and feed business of J. D. Spencer at Paragould, Ark.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

A. F. Hatfield will soon begin work on the elevator which he will erect on the H. & S. at Clyde, Okla.

Oklahoma has been blessed with four large wheat crops in succession. The prospects for the growing crop are splendid.

The Kay County Grain & Elevator Co. has been incorporated at Nardin, Okla. Capital stock, \$2,500; incorporators, J. B. Tosh, T. J. Straghan and W. Treadway.

E. M. Perdew, manager Ranchmen's Milling & Elevator Co., Hooper, Colo., Oct. 10: Wheat in this valley is threshing out well per acre, but the quality is not up to the standard. Wheat is now moving; some to our flour mills and some to other states.

R. McMillan, chief inspector of the New Orleans Board of Trade, reports the exports of grain from New Orleans

for September as 771,000 bushels of wheat, 398,000 bushels of corn and 50,000 bushels of oats; compared with 996,000 bushels of wheat, 1,981,000 bushels of corn and 257,000 bushels of oats during September, 1900.

Cy. Williams, Norman, Okla., Oct. 20: Our wheat crop is extra fine. About all farmers done sowing, and our wheat is sufficiently large for fine grazing. A larger acreage planted this year than usual. Our cotton is making a fine yield and is selling from $8\frac{1}{4}$ to $8\frac{3}{4}$ cents per pound. Our corn crop is about half a crop and is selling for 25 cents to 30 cents per bushel.

John Hyde, statistician of the Department of Agriculture, reports that there has been a sufficient improvement in the condition of cotton in northern Texas to make the general average of that state 1 point higher than last month and there is also an improvement of 1 point in Oklahoma, 5 points in Indian Territory, and 4 points in Missouri, the crop in Arkansas about holding its own. The averages on Oct. 1 for the different states are: Louisiana, 66; Texas, 78; Arkansas, 65; Missouri, 68; Oklahoma, 79; Indian Territory, 77.

Hy. H. Smith, secretary of the New Orleans Board of Trade, states that the receipts of rice at New Orleans from Aug. 1 to Oct. 1 have been 349,111 sacks rough and 497 barrels clean rice; the shipments during the same time, 278,989 sacks rough and 73,500 barrels clean rice; compared with 382,402 sacks rough and 1,421 barrels clean rice received, and 306,676 sacks rough and 75,368 barrels clean rice shipped during the corresponding period of 1899. The stock on hand Oct. 1 consisted of 70,507 sacks rough, 12,072 barrels No. 1 and 1,370 barrels No. 2 cleaned; compared with 104,345 sacks rough, 14,220 barrels No. 1 and 1,241 barrels No. 2 cleaned rice on Oct. 1, 1899.

The underwriters at New Orleans have made the following additions to the rules: Short-term risks on grain may be taken in steam power elevators, for eight months or less, at 50 cents per annum less than the elevator building rate, short rates to be charged in all cases. For limited floater on grain while contained in grain elevators, where the policy covers in two or more elevators, the highest rate shall be charged irrespective of annual or short rate insurance. Transfers of policies on grain (including rice) shall not be made from one party to another, nor from one locality, elevator, warehouse, shed, wharf or platform to another, unless there has been an actual removal of the grain insured. The full co-insurance clause is required in all policies covering on grain, wherever contained.

TEXAS.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The seed house of the Hunt County Oil Mill at Wolfe City, Tex., was burned Oct. 12, with seed valued at \$40,000.

M. M. Early, of Waco, Tex., is now the purchasing agent in the state of Texas for the W. H. Stuede Grain Co., of St. Louis, Mo.

The new elevator building of the Cameron Mill & Elevator Co., at Valley View, Tex., has been finished, and lacks only the machinery.

The Texas state railroad commission has decided to adopt the proposition of

the Santa Fe for transit privileges on grain, seeds and hay.

The new elevator of the Clifton Labor Exchange at Clifton, Tex., is nearing completion. The capacity will be 10,000 bushels. S. H. Colwick is manager.

John E. Baily, general manager of the Galveston Wharf Co., says: We are in a position to handle all grain sent here to the limit of the capacity of elevator A. The other elevators are not able to deliver grain to steamers. I believe that there are not to exceed seventy-five cars of storm damaged grain on track.

The conveyor gallery of the elevator at Galveston, operated by the Texas Star Mills, is to be rebuilt of steel. A permanent structure strong enough to withstand a gale such as that of Sept. 8 will be erected on concrete foundations. The contract for the work has been let to the Macdonald Engineering Co., of Chicago.

The estimate of the damage to the agricultural interests of Texas by the West India hurricane of Sept. 8, as prepared by two special agents of the Department of Agriculture, is, cotton, \$3,400,000; corn, \$500,000; rice, \$219,000; pecans, \$175,000; farm animals, \$490,000; and the total, excluding buildings and machinery, is \$5,000,000.

WISCONSIN.

Send us the grain news of your locality.

Duvall & Son have bot at auction the property of the Kewaunee Grain Co., at Casco, Wis.

Wood & Smith, Portage, Wis., have installed a 23-h. p. gasoline engine in their feed mill.

The new warehouse of the Northern Grain Co., at Dallas, Wis., is nearly finished. It is 24x80 feet.

Joseph Pecore has erected a building at Dallas, Wis., which he will equip with machinery for grinding feed.

The elevator at Prairie du Chien, Wis., managed by Col. Barnum, is receiving 30 per cent more grain than last season.

The Northern Grain Co's. elevator on the Wisconsin Central at Portage, Wis., has been reopened with Clark Older in charge.

High water in the Mississippi River has caused the loss of 1,000 tons of hay valued at \$9,000, in the vicinity of La Crosse, Wis.

The Wisconsin Central Railroad is said to be interested in the proposition of a Chicago company to erect a large grain elevator at Manitowoc, Wis.

Zuill & Hawes will soon take possession of the McMillen warehouse and elevator at Whitewater, Wis. The building has been repaired and repainted.

Mintzlaff & Behrens, Grafton, Wis., write that E. Mueller is erecting a warehouse at that place, 30x60 feet, for handling seeds, beans, and all kinds of farm produce.

The W. W. Cargill Co. has been unable for a week to ship any grain from New London, Wis., on account of the high water that flooded the lower part of the elevator.

H. P. Christ, of Wausaukee, Wis., has made a deal with the C. M. & St. P. Railway for a piece of ground on which to erect a grain elevator, 24x28 feet. Work has commenced.

A reward of \$300 for the arrest and conviction of the incendiary who set fire to the elevator and mill of the Helmer Milling Co., at Fond du Lac, Wis., has been offered by the company.

The city attorney has advised the board of review of West Superior, Wis., that

it cannot compel the Great Northern Railway to pay taxes to the city on the elevators owned by the company.

The Asmuth & Fink Malting Co. has been formed at Milwaukee, Wis., to erect a plant with 2,000 bushels daily capacity. Those interested are Bruno E. Fink, Anton Asmuth, George J. Zimmerman and Joseph Stolz. The capital stock will be about \$250,000. The plant will include a 400,000-bushel elevator, and Mr. Asmuth states that work is to begin at once.

LOCATING TROUBLES WITH GAS ENGINES.

In the first place I think the manufacturers of gas engines are making a great mistake in sending out printed matter stating that the engine requires no attention, that any boy can run it, and that all the attention required is to keep the oil cups full, writes William Robinson, of the Western Tool Co., Jefferson, Ia. Push the button and the engine does the rest.

There may be engines that can be run this way, but with my experience of several years as a builder and operator of gasoline engines I have failed to find them. Many purchase engines thinking that all they have to do is to start and stop the engine. This is all that may have to be done at first, but a time will come when they will have something else to do. Anyone that has run a gasoline engine any length of time will understand what the writer means, but for the benefit of those that do not know I will ask them a few questions.

Suppose, some morning, you undertake to start your engine and it fails to start, what will you do? Of course you will think there is something the matter and begin looking around to see if you can discover what the trouble is. Let me say right here, that you have come to the place where a boy cannot run it; and it may be some time before you can find out just where the trouble is. You may find it in a few minutes, and you may work and turn the wheel until you are black in the face, and yet it will not go.

Now you begin to think about the printed matter you read before buying the engine, and you remember that it says that any boy can run the engine, and that it requires no attention. You do not remember that it was stated that the oil tank was likely to get empty or your battery to get out of order, the pump get so it would not work, or the cylinder get water into it, and a dozen and one other things that the writer might mention. No; you did not see this, because it was not there.

To fill the tank is an easy matter, if it is empty; but this may not be the trouble; and you may have to look until you find it. The time will depend on how you go about it and what the trouble is. If it is a very cold morning you had better build a fire in the stove or pour a little gasoline on the air pipe and intake valve and touch a match to it. If the trouble is there this will help to start the engine. Some persons fill the water jacket around the cylinder with hot water; some set a lamp under the intake valve. Either will help to start in cold weather.

See that the pump is pumping plenty of oil. Next look over the battery very carefully. See that the connections are tight and that it makes a good, hot spark



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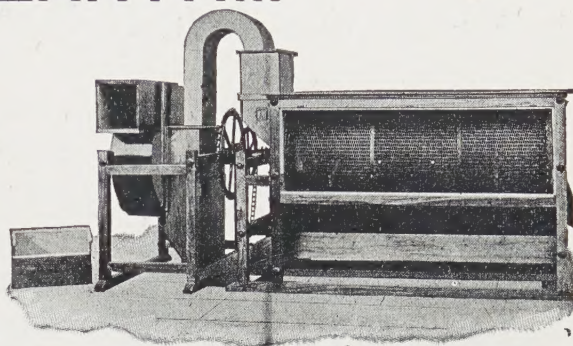
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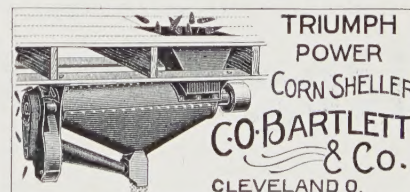
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in the cylinder or exploding chamber. Try the compression to see whether there is any leak. See if you have a good contact or circuit breaker, and that it makes the spark at the right time. Try closing the air valve; it may help about starting. If the tank contains oil, pump is working, battery making a good spark and the cylinder contains no water, the engine should go.

Too much gasoline in the cylinder will keep the engine from starting. Or, the feed might be stopped up. A great many things might be the matter with the engine that the writer does not think of. I have only mentioned a few things that might be the cause of delay in starting a gasoline engine.

What I wish to impress on the operator or intending purchaser of an engine is that in most cases a man of good horse sense is required to run a gasoline engine, and that the engine does require attention. I think if the builders of gasoline engines were to pay a little more attention to the instruction of operators of gasoline engines it would be better for all concerned. For instance: tell the buyer that the battery is likely to get out of order and to require fixing. Show the purchasers how to pack the valve or cylinder head if the cylinder should leak thru the packing. Above all things, do not try to make them believe that any old thing can run the engine and that it requires no attention.

COBS.

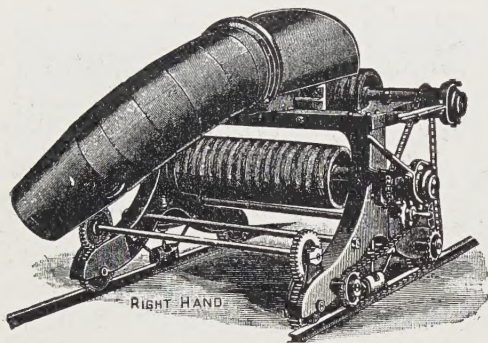
The bears on wheat are pointing confidently to the brilliant crop prospects in Argentina, forgetful of the fact that the South American Republic is as fruitful of surprises as Kansas.

The Banki Motor is the latest development of the explosive engine. Besides the usual mixture of vapor and air this engine draws into its cylinder a fine spray of water, which is converted into steam by the explosion, adding to the expansive energy of the charge and to the power of the stroke. The absorption of heat by the water aids in cooling the cylinder. Tests show a thermal efficiency of 28 per cent.

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FROM CHICAGO

AND

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WILL GO TO THE

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VIA THE



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ANNUAL MEETING

OF THE Grain Dealer's National Association

INDIANAPOLIS, IND., November 20 and 21.



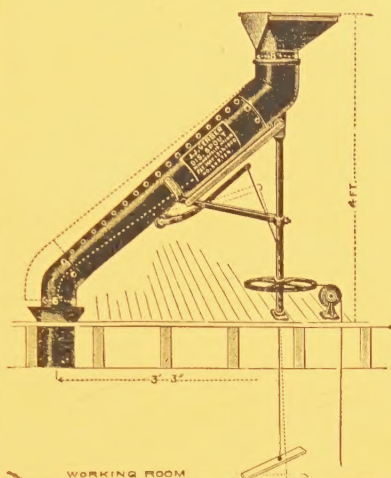
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By pressing the foot lever to the floor the end of spout is lifted out of floor funnels and can then be swung to any other bin desired and locked in place. The position of foot lever when released will show whether spout is properly seated in floor funnel or not. Can be used with or without floor funnels. Users say it's the best spout in the market. Try one and be convinced.

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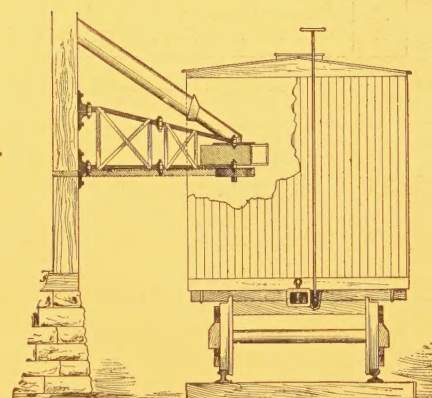
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Save \$1,000 by the expenditure of \$100 in the construction of new elevators by using the Ideal Loader. The above testimonial is a sample of what we are receiving from all our customers.

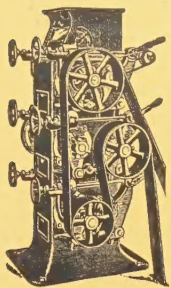
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